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# DRUG & CHEMICAL MARKETS

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VOL. IX

NEW YORK, OCTOBER 26, 1921

No. 17

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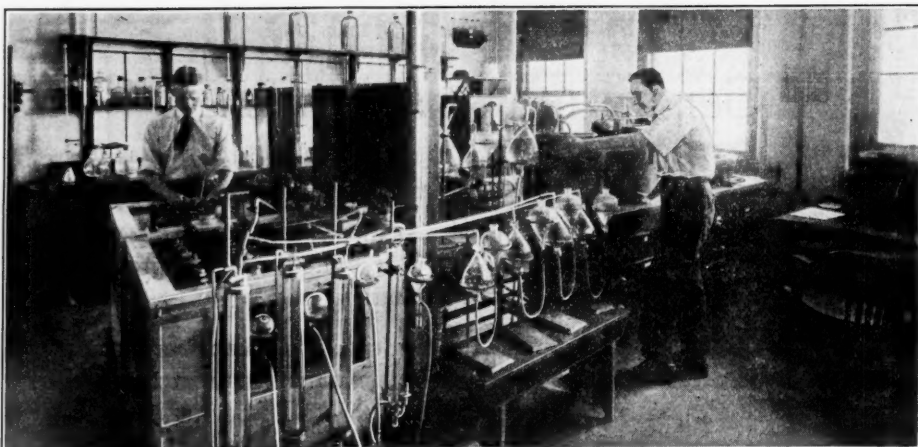
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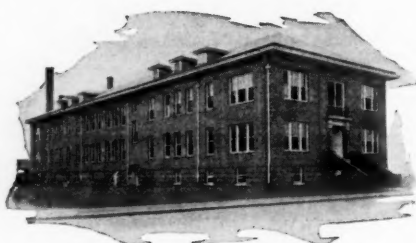
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ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

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### GERMANY'S NEW DYES

To keep hidden any great chemical discovery of commercial importance becomes increasingly difficult, and the oft-repeated statement of German dye manufacturers that throughout the entire war period no new development was made in the field of coal-tar colors is now proved to be false.

Not only have a number of new dyes been perfected; but even whole new groups have been discovered. This has been the haunting expectation that has troubled the slumber of our infant American dye industry; but this is not the worst, for not only has Germany perfected new dyes, but she has also introduced them to American dye consumers so effectively that already they are replacing the older dyes. In the midst of war, in spite of the embargo, in the face of national prejudice which is loud in lip-service of the American dye industry, the German Dye Cartel, without any American sales force, has so thoroughly sold these new dyes to the American consumer that they make obsolete and utterly unsatisfactory many of the older colors now made in America.

So astonishing and disconcerting a statement requires substantiation. We refer our readers to the list of dyes for which import licenses were granted by the Treasury Department during September and to the expert opinion of Prof. Sherlock Schultz, Ph.D., Knight of the Prussian Eagle (3rd Class), late of Ludwigshaven and now of Hoboken, than whom no man is better fitted to advise the Dyes and Chemical Control Section on the granting of licenses for the best protection of American interests.

The bearer of bad news is not a popular person; but despite this, we feel pardonable pride in discovering to the world the great scientific advances in dye-making even if made by competitors of our own American industry. It is a pleasure to print Prof. Schultz's report on another page of this issue. It is a pleasure too, to attest our supreme faith in the American dye manufacturers' ability to produce bronzebrown 207 D, violet 240, peacock blue lake, and even the baffling, complicated dyes in the 9-99 series.

### ONLY ONE WAY TO SETTLE THE STRIKE

Labor and transportation are such vital elements in the cost of production, and strikes so seriously affect the ability of manufacturers to obtain raw materials and make prompt deliveries that the threatened walkout of railroad men is naturally causing considerable uneasiness in all industries. There is no reason, however, to fear the result. The issue is clear, although beclouded by conflicting reports and false statements. In July the Labor

Board decreed a reduction of wages of 12 per cent. This decision after full investigation of facts and conditions, has nothing to do with freight rates. The Labor Board has no control over freight rates, and whatever reductions are made will be authorized by the Interstate Commerce Commission or made voluntarily by the railroads as already announced on many commodities.

President Harding has no alternative. He must enforce the law. The statement that the Pennsylvania Railroad has defied the Labor Board does not affect the wage question. Unfortunately Congress did not provide for penalties in case of violation of the Labor Board's decrees. The only resort is to the courts. The Pennsylvania denies the jurisdiction of the Labor Board, but it does not threaten to stop all traffic because the Board has ruled against it. Appeal to the courts by the Government is the next step.

In the event of a strike the Government can take over the management of the roads, declare martial law and carry the issue to a successful conclusion because the President will have the backing of public opinion and because unemployment is so extensive that the places of the strikers can soon be filled. Thousands of men who were employed in railroad work during the war are capable of running trains. The co-operation of the Governors of all states, the defensive preparations against violence and sabotage, and the supreme fact that the people of the United States will not stand for open defiance of the law will ensure an early settlement of the strike in the only way it should be settled.

#### CURRENCY GYMNASTICS

Recent movements of marks can hardly be characterized by the term, fluctuating. The "New York Evening Post," speaking editorially, refers to the "dance of the marks," which, to say the least, is nearer a correct description. Differences from day to day amounting to seventeen per cent in the value of currency have so discouraged the German foreign traders and their customers that by unanimous consent the intricacies of the Gordian knot of foreign exchange have been cut, and trading with Germany is now going on in the various currencies of Germany's customers. The new arrangement will no doubt be much more satisfactory to all concerned, but the causes which led up to the present step have a most serious aspect, and may lead to much more serious consequences in the future.

The Reichsbank has revised its gold basis to 27 to 1. In other words, the gold backing of a paper mark is 0.88c. German labor is striking against starvation which the value of their currency promises them at present wage rates. Germany is absolutely unable to buy raw materials in foreign markets, with the possible exceptions of Poland, Russia, Czechoslovakia, and the other countries of Central Europe, which have nothing to sell. The situation there is fraught with the most grave possibilities, not only for the Germans, but in a less measure for the entire world.

None of us has forgotten the industrial cataclysm

precipitated by the Japanese panic of last year, and the immense losses which the Japanese took in their efforts to avoid complete financial ruin. The present prospect is that the same thing will occur in Germany within a few months at the outside and that the results will be far more serious so far as the Germans themselves are concerned. The utter inability of the republic to bring its finances to a steady, if not sound, basis is unquestionably the ruling factor in the situation. Relief to be effective in turning the tide must be immediate, and there seem to be no means available to bring about prompt relief. Talk of reductions in the reparation levies is everywhere prevalent as a bolster to German currency, but such a measure would hardly furnish the necessary relief and in addition it would involve the rest of the world in the same difficulty.

A sound policy is needed, and clear thinking on the part of the world's diplomats, for Germany must be saved. This is not said with any deep feeling of sympathy for Germany, which deserves everything that is coming to her, but with a sure belief that her complete failure will involve the entire world.

Liquidation in prices has been in progress for two years or more and manufacturers have taken heavy losses in the effort to bring about a readjustment that would bring buyers into the market, to keep plants working, and to bring down the cost of living. Is Labor to be an exception to the economic principles governing trade? Having received advances in wages for railroad work amounting in all to more than 100 per cent, do these employees expect to escape a readjustment which others have accepted in all walks of life? Wages must be liquidated as well as prices to bring back normal conditions.

The Giants have been proclaimed the champions of the world in baseball. Football hasn't yet reached the height of the season. The sport world is off its toes for but a moment when that great national sport, strike, is announced with a championship game between the railroads and labor. It is understood to be a finish fight for final championship and comes long enough after the world series and before Thanksgiving to satisfy the most exacting taste.

Marks continue to decline, so much so, that it will not be surprising in a short while if the German treasury announces that the printers have taken over their entire output to cover the printing bill.

The feel of real money is to the Germans as the taste of blood is to a caged lion. Witness the phenomenal rises in prices for export to the United States.

Col. Spencer Borden, a manufacturer and chemist of Fall River, Mass., died suddenly last week at Woodstock, Vt. In 1872 he planned and organized the Fall River Bleachery, one of the largest works of the kind in the world.

# Utilization of By-Products

## Possibility of Larger Profits When Manufacturers Can Produce More Valuable Pharmaceuticals from Products of a Reaction

By J. L. BULLOCK, Research Chemist of the Uniform Color and Chemical Co.

**T**HE American manufacturer of coal-tar products has ceased to ask himself: "Can I make such-and-such a product?" An important addition has been made to the query, and it now is: "Can I make such-and-such *at a profit*?" The ways in which this question can be answered affirmatively are the subjects which occupy the technical force of every chemical plant. Mr. Bullock points out in the accompanying article some of the impediments which have hindered progress in the coal-tar industry so far. His plea is that we consolidate the gains we have made already instead of spending too much energy on what may be profitless new ventures.

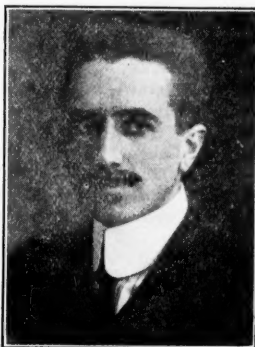
**T**HE development of the industry of coal tar has been a search for uses for by-products. It is replete with instances of worthless compounds formed by side reactions which were converted into valuable dyes or pharmaceuticals. The problem of the greatest importance today is the utilization of all the products of a reaction. It is no longer a question of, can a certain product be made, but can it be made at a reasonable cost? Are the yields good or does the synthesis give rise to several products? If so, are they all of value or can they be converted into value?

The price of many intermediates of even the simpler sort is high in America because in their synthesis unused by-products are formed. In many cases the amount of undesired compounds formed may be as high as 40-45 per cent, so that the yield of the desired product is very low. This is especially true of gamma acid. The starting point is beta-naphthol. If one uses the G salt process, the first loss in yield is in the sulfonation of the beta, where at least 30 per cent goes to R salt. Then in the separation, some of the G stays with the R, so that only about 60 per cent of the beta-naphthol is available for gamma. The G salt must then be amidated and fused, which entails a further loss, with the result that the final yield of gamma is less than 50 per cent of the theoretical. If the other method is used, one gets a rather good yield of naphthylamine from the beta, but in the sulfonation, besides amino G salt, 1, 5 and 5, 7 disulfo acids are formed. The separation from these is not complete, so that no better yield is obtained in this way, only a different lot of by-products is formed. Similarly with H acids, but because the starting point is naphthalene and the yield a little better, the price is more favorable.

### Utilizing By-Products

The problem, then, is to find the conditions of time, temperature, concentration, and catalyst that influence favorably progress of the main reaction and by suitable adjustment of these to eliminate side reactions, or at least reduce them to a minimum. If the amount of by-product is still considerable, it must be utilized or a different process employed yielding less useless waste.

The greatest difficulty where several products are formed in a reaction is in getting clean separations. While each of the products has a definite solubility in water, acid, salt, etc., they often have decidedly increased solubilities in the presence of related compounds. A very simple instance of this is in the case of beta-



J. L. BULLOCK  
*Chemist on Development and Research, Uniform Color & Chemical Co. For many years in similar work with the Calco Chemical Co.*

naphthol. There is a process for making Schaeffer salt by using theoretical quantities of beta and acid, but the reaction is not usually complete, and the Schaeffer made in this way always contains appreciable amounts of beta, although it may have been purified. Another striking case is Neville and Winther's acid. If this acid is made by hydrolysis it is rather difficultly soluble, but if it is made by the decomposition of the diazonium salt, it is extremely soluble. Yet the dyes made from these two modifications are identical.

In the case of compounds that can be fractionally distilled, the problem is simpler, as with the nitrotoluenes and chlorobenzenes. With sulfonic acids, it is exceedingly complicated. Then too, there seems to be a general inclination on the part of the chemists to put off separations until the end. By so doing, they often lose heavily in yield, for isomeric compounds act differently when treated with the same reagent. Take for instance the xylidines. There are many methods for their separation, but the universal practice is to nitrate and reduce the mixed xylenes and lastly separate. The separation entails large losses, for the xylenes behave quite differently towards nitric and sulfuric acids, and much less loss would result from a separation of the hydrocarbons.

### Materials Must Be Pure

A prime necessity in any synthesis is that the starting materials all be the purest obtainable. There are always some impurities formed in any reaction, as from charring in a sulfonation, from oxidation in a nitration, and from condensation in a reduction, and although the amount formed is often quite small, it should be removed before progressing further. It may not even be noticeable in the mass, but these small impurities have the effect of preventing clean reactions if they are allowed to be carried along into another step. This is specially noticeable in dye synthesis where a small impurity in an intermediate will cut the yield 25 per cent. The improvement in the quality of a product that can be effected by a little additional trouble is truly remarkable.

The separation of the several products formed in a reaction is most important, especially in cases like the sulfonic acids or other products that are not to be distilled. Complete crystallization usually requires several days because when a compound is formed in a reaction, it is usually an amorphous agglomeration, which, in the case of the sulfonic acids especially, requires time



to change into its crystalline form. In this latter state, it can be readily freed from mother liquor and so obtained as a rather pure product, while in the amorphous state, the sponginess of the mass prevents a clean cut separation.

A survey of the recent development in dyes and intermediates shows that the number of really valuable compounds is not great, and that research along the line of new methods for making these with better yield is a most profitable step. Among the amino naphthols, H and gamma have stood the test. J, 2R, and 2S acids have also found much use. Of the naphthol acids, Schaeffer, R and RG have a large use. The phenylated peri acid remains valuable for union blues and blacks, and Cleve's acid is increasing in importance, especially in some of the better substantive colors. Of the benzene derivatives, we have para-nitroaniline, benzidine, meta-phenylenediamine, aminophenol, sulfo acids and salicylic acid among the foremost, while the substituted anilines, as dimethylaniline and ethylbenzylaniline find a large use in the triphenylmethane dyes. Beta-naphthol is extremely valuable for chrome blacks and lake colors and also as a starting point for several valuable complex intermediates. Among the newer compounds are to be found substituted ethers, as cresidine, and substituted meta-diamines. The pyrazolones are coming to be of great importance for yellows, and now that acetoacetic ester is available at a reasonable price, this should be a productive field for development by American chemists.

#### What Dye Makers Need

If the dye makers could procure the intermediates that I have mentioned of a high degree of purity, the success of the industry in this country would be assured. Obviously there are many common intermediates that I have not listed here, but I have given those that form the nucleus of the dye industry. Combinations of them give the large tonnage blacks, blues, greens and browns. The field of specialties is one that should be approached with caution. It is attractive on account of price margin, but the demand is very erratic and it requires a capable sales force to handle them to advantage.

We would do well then to turn our attention to these few staple products and bring their synthesis to such a state of perfection that no worthless products are formed and the separations are sharp, so that all the starting material is utilized. It is much easier to make something new than to make improvements on a reasonably good process. However interesting a new product may be, it is the utilization of the discovery that proves its value. There is little use in making a brilliant fast color, if it cannot be applied to the fiber in level shades without special precautions, or if the cost is too great or the use too limited. H acid offers a very broad field for research. Here is a well known compound; to make it, at present, requires large quantities of sulfuric acid, oleum, lime and caustic soda; and the yields are far from the theory. Is it not possible to effect the synthesis by some more direct method, one that does not require so much of so many heavy chemicals per pound of finished product? Or cannot the conditions be varied so as to improve the yield by elimination of side reactions? The possibilities in this one compound are innumerable, and what is true of H acid is true of many other coal tar derivatives.

During the war we often heard the phrase "consolidating gains." This is exactly what we need to do in our new chemical industry. We have made rapid advances along a wide front and have overcome many obstacles and captured many vantage points. We must now straighten the line and so fortify it that we can hold the gains that have been made.

### Of Interest in the Trade

The Oil & Chemical Corp., 4650 Iowa street, Chicago, has filed notice of change of name to the Dorrington Oil Co.

The Halo Co., Columbia, S. C., recently organized to manufacture extracts, is to erect a new plant, 50x100 feet. E. M. Lowman is secretary.

Harry Pennington, president of the Trinity Oil Corporation announces that a lubricating plant to cost \$150,000 is to be added to the present refinery at Dallas, Texas.

M. H. Haertel, export manager of the Miner-Edgar Co., 110 William Street, New York, dealers in chemicals registered recently at the Bureau of the American Association of Commerce and Trade, Berlin.

Rogers-Pyatt Shellac Co., New York, will give its annual dinner at the Pennsylvania, Nov. 12. Arthur Somers, of Fred Lavanburg & Co., will be toastmaster; Edward Reigelman, president Borough of Brooklyn, will speak.

The Southern Extracts Co., has been organized at Pensacola, Fla., by James W. Ely and others for the manufacture of charcoal, pine oils, turpentine and other pine wood products. The plant will be in Pensacola. A wharf is now being constructed to facilitate receipt of raw materials.

The first day of President Farrand's administration at the University of Cornell was marked by the laying of the cornerstone of the new laboratory of chemistry and the revelation that the donor of the \$1,500,000 that made it possible was George F. Baker, New York banker and philanthropist. Previously Mr. Baker had given Cornell \$350,000.

The Interstate Commerce Commission has issued its decision in case No. 11,348 of the Empire Cotton Oil Co., against the Atlantic Coast Line Railroad Co. In their syllabus in this case the commissioners say: 1. Rates on cotton seed, in carloads, from certain points in Florida to Cordele, Ga., found unreasonable. Reparation awarded. 2. Fourth section relief denied."

The Steele Chemistry building, the newest addition to the Dartmouth College plant, has just been completed at a cost approximating \$500,000. The building is named for Benjamin Hinman Steele, a Dartmouth alumnus of the class of 1857, in whose memory Sanford H. Steele, his brother, a graduate in 1872, bequeathed to the college \$250,000. The formal opening exercises will be held Oct. 29.

The decision of the Navy Department to fill a dirigible balloon with the non-inflammable gas, helium, for the purpose of making elaborate tests was characterized as of great value by Professor H. P. Cady, of the Department of Chemistry of the University of Kansas, in a lecture at Lawrence, Kan. Professor Cady and an associate in 1907 published a report on the presence of helium in a number of natural gases in this country, mainly in Kansas. This publication made in the "Journal of the American Chemical Society" formed the foundation for the belief that an adequate supply of helium could be obtained for use in balloons and airships in the United States. In fact, the only place in which helium can be obtained in sufficient quantities for aeronautics is in the United States and until the investigations of Professor Cady, helium was little more than a laboratory curiosity.

# Marks vs. Dollars and Labor Cost

*Facts and Figures, With the Broader Conclusions That Every Buyer of Chemicals Should Appreciate*

By G. LEE CAMP, Sales Manager, Dow Chemical Co.

**E**VEN business men in the chemical industry have a very indefinite idea of the effect cheap foreign labor, particularly German, is having upon conditions in the United States today. The subject is of very great importance to every working man, merchant, and manufacturer although the latter, especially those manufacturing goods that come in direct competition with foreign producers, have the only really first-hand information, unless one has made a special effort to post himself through a study of conditions.

Most of us have been content to say that times are bad and to look forward to some indefinite time in the future when they will be better. My object is to give a little information readily understandable that will give a better view of the situation that confronts chemical manufacturers today.

Of course, there are a few concerns and individuals in the country who prosper when conditions are particularly bad. We have in mind especially the importer of foreign merchandise who advertises himself as a benefactor because he can offer lower prices. Those anxious to economize grasp at the opportunity to buy even inferior goods for less money, and oftentimes goods of equal quality for considerably less, little realizing that this very process is sapping their means of livelihood from them, resulting in the lack of employment, reduction of wages, decreased demand for goods, and lower values for property of every description.

Epsom salts sold prior to the War at about 90 cents per cwt. or nine-tenths of 1 cent per lb. A recent price quoted by the Germans is \$1.00 per cwt., duty and transportation paid to New York. Ocean freight rates are higher (everything is much higher than the American producer has to contend with), but relatively the labor used in Germany in producing these Epsom salts is much cheaper than ever before. Deducting all transportation costs and other expenses, it was figured out that the Germans realized exactly 25 cents per cwt., f.o.b. their factory. Twenty-five cents per cwt. would not pay for more than the cost of the package for this article in the United States, where we have every natural resource that should permit us to compete with any country in the World in the production of this Epsom salts.

The cost of all raw materials, except the profit, is labor. Therefore, labor is the key to the cost of production in any country. Obviously, it has a lesser importance where the article produced is composed of raw materials that must be purchased outside of that particular country. This is Germany's position with respect to a few items, but the raw materials for the bulk of chemicals she is particularly aggressive with are largely produced in Germany. While only one item is cited as an example, relatively the same condition exists on innumerable other articles that American chem-

ical companies have been producing and have sold in pre-war days in competition with Germany.

The value of the circulating currency in a country, for international banking purposes, is based upon the gold reserve of that country. The writer used to walk past the Treasury Department in Washington in awe because it contained gold to the extent of over \$4,000,000,000. We who handle the paper bills in circulation do not always stop to think that back of each promise to pay is the actual gold coin or its equivalent.

In Germany today there is reported to be a circulation of over 80,000,000,000 marks. These marks, when Germany had a proper gold reserve, were worth 23.8 cents each. Today Germany's gold reserve is said to be about 1,000,000,000 marks. In other words, only one

unit in gold value for eighty marks of paper money circulated in the country! German marks are today worth in exchange for American money half-a-cent each. In other words, Germany is practically bankrupt, from an international standpoint, although she possesses the ability and inclination to work. She is throwing her goods upon the market because she must have money.

Currency inflation in Germany is on a scale that can not in any sense be compared to what we have experienced in this country. The mark has declined in international value and has also declined to a great extent in the

purchase of goods in Germany, including the necessities of life. A man, just returned from Germany, said he saw men working in the field for nine marks per day. No individual could exist in this country on even ten times this sum. The factories pay a higher rate, but even at 40 marks per day, as reported paid by them, the value in American funds would be only 20 cents per day.

Against this the American manufacturer is asked to compete; is expected, if humanly possible, to keep his factory operating and his employees provided with work. How hopeless the task is without an adequate tariff to measure up the difference in cost of production here and abroad! The international value of the German mark is a little better than one-fortieth of what it was before the War, whereas the German workman is receiving only about eight times the wages paid him before the War and is living on a standard that would not be approximated in this country.

The cycle is plain to many of us. Low cost goods manufactured abroad are dumped here establishing low prices that can not be duplicated by American producers at anything approximating the present standard of wages. Manufacturers are forced to curtail production or temporary shut-downs, throwing men out of work which decreases their consumption of goods and lowers the price of other articles because of lack of demand.

**A man in direct charge of the sales of a big, old established American chemical plant, which before the war met German competition head-on and won the commercial battle, is in an exceptional position to speak with authority on German chemical competition.**

**Mr. Camp knows whereof he speaks when he discusses German costs of chemical manufacture and what this means to the whole chemical industry here and to the American chemical consumer.**



We can all blame whatever agency our fancy dictates for the present low price of agricultural products, low wages, and lack of employment, but what in the largest measure is responsible is low cost production of goods abroad and the tendency of American consumers to purchase these goods because they imagine it results in economy. In the long run, however, it simply means the impoverishment of American business, affecting everyone, from the working man to the manufacturer. We will some day learn that a large measure of the prosperity that was prevalent during the War was from the fact that we were forced to buy our requirements from American producers. Whether imported clothing, metal goods, or chemicals, the result is the same. A dollar spent at home continues to work for the benefit of all, but if sent abroad is a loss to the whole community. We should bear this in mind in making our individual purchases.

#### BEER FOR MEDICINE PERMISSIBLE

Under the ruling of former Attorney General Palmer that beer could be sold as medicine, the Secretary of the Internal Revenue Bureau, with the approval of the Secretary of the Treasury, has issued regulations carrying the decision into effect. The bill preventing the making of beer as medicine was passed by the House, but was halted in the Senate by filibustering tactics, the wets insisting upon an amendment to prevent the search of dwellings without a warrant. The regulations provide that a pharmacist, or retail druggist through a licensed pharmacist, may fill a physician's prescription under conditions without a permit, if the restrictions named in Article XI and XIII have been followed. The limitation of the amount that may be sold is stated as follows:

"Not more than a pint of spirituous (distilled) liquor to be taken internally shall be prescribed for use by the same person within any period of ten days by one or more physicians. When spirituous (distilled) liquor is administered to any person by any physician or physicians as provided in Section 71, the aggregate quantity so administered and the quantity prescribed for such person may not exceed one pint within any period of ten days. Not more than a pint of alcohol for external use may be prescribed for the same patient at one time. Not more than two quarts of wine or two and one-half gallons of intoxicating malt liquor to be taken internally shall be prescribed at one time for use by the same person."

A pharmacist is forbidden to refill the prescription.

#### NEW CHEMICAL ASSOCIATION FORMING

Manufacturers of synthetic organic chemicals will meet at the Washington Hotel, Washington, D. C., on Friday evening, Oct. 28, and organize the Synthetic Organic Chemicals Association, which was discussed and planned at meetings held recently at the Pennsylvania Hotel, New York, in conjunction with the American Dyes Institute. The Association will co-operate with the Government in research work to develop the industry in the United States. Secretary Hoover will address the members and outline plans for co-operation with Government work.

There have been importations of moderate quantities of English ferro-manganese on the Pacific Coast recently at \$65 per ton, c.i.f., San Francisco. This price will compete with ferro-manganese sold in the East and on which it would be necessary to pay freight charges across the country. The latest sales in this section are reported to have been around \$57 per ton.

### The Editor's Correspondence

#### Report on New German Dyes

Editor, DRUG & CHEMICAL MARKETS:

It is to me a pleasure, as you see by my bill enclosed, a report on the new German dyes to you to make.

I, because of the limited space which a commercially-minded paper, lacking in true scientific spirit, like you, allows me, must confine myself only to dyes for which big quantities of importation licenses by the Dyes and Chemicals Control Section have been granted generously; viz—

Several dyes of the New Doubled Header series are now demanded by American consumers. Bronzebrown 207D (1,000 lbs. licensed for import in September) and Bronzebrown 210G (7,301 lbs.) are used by lifesavers at the Jersey Coast resorts to produce that manly tan so much admired by all. Steel blue 60A (8,591 lbs.) is widely employed by stocking knitters in New England and Prohibition centers. Sky blue B (10,000 lbs.) has no American-made substitute for coloring reports on commercial bribery to the Federal Trade Commission. It is not for me a violation of the confidence of the Camouflage Section of the Cartel to advise your readers that Pinkrose 7-11-44, Greyslate OO, and Jet-black BB are also available in large quantities, and, like the other Double Headers, will be licensed for import through either Turkish or Icelandic ports.

A most interesting new series is the 9-99 group, so-called after the old Empire State Express train, because of their extreme fastness. Of this group 65,695 lbs. were licensed; of the Scarlet Red 99, the Rose 9, and the Scarlet 99—a stock estimated sufficient for the needs of the great American lip-stick and rouge industries for the next three months—if not longer.

Garnet Lake, Garnet Lake 420 and Garnet Lake 636 (total of 67,548 lbs.) are new dyes of the alpha-beta-gamma naphthylamine group diazotized by the exacting red pepper method which, of course, as yet, nor never, will any American dye manufacturer accomplish, though I understand the well-known makers Herman & Herman and Madero Bros., almost solved the delicate substitution process herein involved.

Leather color 156 (3,382 lbs.) is a new dye used to color leather. But the 156 must not be confused with 155 used by the chewing gum manufacturers because of its lasting qualities, or the 157 which finds employment in the arts in tinting the lilies of the field.

This covers the main points of the September licenses. But, again the question rises—What the American dye manufacturer will do in spite of the embargo? As anyone who knows General Bernhard's little book knows, it is only a question of mathematics. There are so many words in the dictionary that the ability of the German Dye Trust to produce new colors is, one might say, unlimited. New colors, like this, get licenses.

Which shows us that those dunderheads who thought Germany produced no scientific discoveries since the war yet, are just as thick, almost, as those who thought the German army was defeated in "the late unpleasantness."

SHERLOCK SCHULTZ, Ph.D.

Hoboken, 20 Oct. 1921.

The Memphis Cotton Seed Products Co., Memphis, Tenn., recently organized, has plans under way for a new mill. A. G. Roberts is president.

# New England Buyers' Strike Is Broken

**Leather and Textile Industries Not Only Talk, But Buy Optimistically—Leading Factors in the Chemical and Dyestuff Trades Discuss the New Aspects of this Fall's Business—Confidence Extends Throughout New England and in the Most Important Chemical and Dye Consuming Centers.**

(Special to DRUG AND CHEMICAL MARKETS)

Boston, Mass., Oct. 24—If the center of dye production in the United States lies at the corner of Market and Broad Streets, in Newark, as the Government census of the coal-tar chemical industry indicates, then the center of dye consumption must be somewhere between India and Broad Streets, in Boston, where every other doorway bears the name of some well known firm selling colors and chemicals to the great textile and tannery industries of New England. In this jumble of old Boston Streets—Atlantic Avenue, Purchase, Oliver, Pearl, Summer, Batterymarch, Devonshire, Federal, Congress—with its attractive colonial buildings, the homes of old established, conservative firms, one can put his finger on the very pulse of the greatest chemical consuming industries in the most thickly populated industrial centers of the country.

Visiting the important business centers of New England, a year ago your correspondent found everyone talking optimism.

Today he finds less talk of better times ahead and much more action that proves optimism.

While hit early in the depression of the last eighteen months, the textile industries recovered early, and, particularly in the woolen branches, there has been a steadily increasing manufacturing activity. The tannery industry, on the other hand, has recovered more slowly, and even today has not reached the point of production that the textile industry has.

## Cloth and Leather are Indicators

From the chemical point of view, these are the outstanding consuming industries of the New England territory, and they represent, curiously enough, the extremes of recovery, taking the textile as indicative of the maximum return towards normal business and the tanning industry as a fair sample of an industry which is only beginning to come back.

Throughout New England, in Springfield, Worcester, Fall River, Pawtucket, Lowell, and at the Hub in Boston, it is a significant consensus of opinion that the recovery expressed by both of these industries may be interpreted very largely in the reduction of price made by the retailers of the goods, who sell the ultimate consumer. Again and again the factors in the trade point out that clothing prices have come down much more sharply than shoe prices, and they refer back the conditions of the industries producing these goods to the retail price asked the general public.

Confident optimism extends generally throughout New England. On all sides your correspondent heard of mills and factories that have opened new units, or added a certain number of men to their working forces, or are putting on an extra shift, and several important companies have even reached the stage of night work.

## Paper Mills Talking Contracts

In western Massachusetts, the paper industry is represented as having made a recovery intermediate to the extremes of textiles and leather, and a well known chemical house whose principal business is with the mills in Holyoke and in the Pittsfield district said: "The most significant indication of paper industry conditions, insofar as their chemical supplies are concerned, is the increased interest among purchasing

agents in contracts for 1922. Hardly a man that I call on but brings up the question of contracts. Only a few of them are actually signing these contracts, but they are inquiring. We have definitely advanced from the stage where they were asking prices on small lots, to the stage where they are buying in small lots and asking prices on contract material for the future."

## Smaller Textile Trade Reviving

C. G. V. Sjostrom, who from headquarters in Springfield is serving the textile mills of western New England with colors, reports that what he considers the most important indication of reviving industrial activity, is the revival of the smaller mills. "The big producing units in the textile industry have always been in the market for dyestuffs more or less, even during the climax of depression, but the smaller mills now are buying. Just as the middle class public is the backbone of the country, so these smaller textile plants are the best indicator, in my opinion, of the revival in business, which has definitely been established now throughout this section of the country."

Down in Providence-Fall River-Pawtucket district, business is apparently even further recovered than in other sections. The reorganization of the Hargreaves mills at Fall River, which has recently been accomplished quietly and effectively, and to the apparent satisfaction of all interests involved, was taken as a good tangible, dollars and cents evidence of the stability of the textile situation.

## Arnold, Hoffman & Co. See Improvement

Arnold, Hoffman & Co., in Providence have long sold these textile mills, their experience going back to the days of natural indigo and extending to all branches of the chemical supplies of this industry. Mr. Hoffman, while extremely conservative in his opinion as to the future, said: "It is almost impossible for anyone intelligently to forecast the business future, because of the impossibility of knowing what will happen abroad and what result it will have here. Our books show, however, constantly increasing sales, and while the increase is not steady, nor large in the individual order, still from month to month there are certain very definite, marked improvements, which I should think would continue without serious setback."

At the Agawam Chemical Works, manufacturers of dyes, Mr. Campbell said: "Our sales are made through agents, and while last month did not show the increase we had expected, still October has done better than we believed would be possible. Our agents throughout the country are almost without exception ordering more frequently, although as yet there is little increase in the quantity of their requisitions."

Another dyestuff manufacturer in the Atlantic Dyestuff Co., in Boston, holds virtually the same opinion of the future as expressed by A. C. Burrage, jr., "The situation in Washington," said Mr. Burrage, "where the belief is apparently being driven home by actual experience that Congress will not be able to protect the dye industry in this country by tariff alone, is reflected, we find, through the consuming industries, and there is increasing conviction that imported dyes are going to figure less and less in the considerations of the New England dyer. As a result these men are buying more regularly as the knowledge spreads that perfectly good results may be obtained by the proper use of the dyes by reliable American manufacturers, and that importations are going to be increasingly difficult to make. Curiously, we have heard a number of complaints about

imported dyes both as to quality and price, when balanced against strength."

#### Essex Aniline's Output Increased

Sales that have actually forced an increase in their production is the record of the Essex Aniline Works. R. E. Apthorp, who is in charge of these sales, is naturally in a confident frame of mind and determined to go out for business vigorously and is well able to report direct results. "Dye consumption," he said to your correspondent, "is certainly greater and greater and has been increasing steadily since the first of this year, if the sales which we have made are any fair indication of the conditions of trade in general. Less talk and more work is certainly the rule of the day in the textile industry. The same rule ought to work for the chemical and dye manufacturers. Business is not big, but it is big enough to give us substantial encouragement to do aggressive sales work."

Summed up, there is a remarkable uniformity of opinion expressed by different factors who represent both dealers and manufacturers selling the textile, paper, and leather industries. All of them are finding business better definitely, from sources that mean basic improvement in business conditions throughout the country and bigger consumption of chemical products in consuming industries.

#### SAFETY COUNCIL ELECTS OFFICERS

The Executive Committee of the National Safety Council at its first meeting following the Tenth Annual Safety Congress, held in Boston, elected the following vice-presidents for the National Safety Council: David S. Beyer, Liberty Mutual Insurance Co., Boston, vice-president for service to members; B. F. Tillson, New Jersey Zinc Co., Franklin, N. J., vice-president for industrial safety; F. A. Davidson, Dwight P. Robinson Co., New York City, vice-president for sectional activities; C. B. Scott, Bureau of Safety, Chicago, vice-president for local council; David Van Schaack, Aetna Life Insurance Co., Hartford, Conn., vice-president for public safety; W. E. Worth, Chicago Safety Council, secretary and treasurer.

W. H. Cameron, formerly Secretary-Treasurer of the National Workmen's Compensation Bureau, New York City, was elected Executive Secretary of the National Safety Council.

The following resolutions were adopted at the Congress in Boston, recently:

"Resolved that the National Safety Council advocates:

"1. The safeguarding of all dangerous machinery and places according to methods that have been found practical and effective.

"2. The re-designing and reconstruction of factory equipment when necessary and the improvement of dangerous processes for the purpose of removing the accident hazards, and at the same time increasing industrial efficiency and lowering cost.

"3. The education of all workmen and their supervisors in safe methods and habits of work:

"4. The safety education of all school children, as well as students of our colleges and universities, both for their own safety and to stimulate interest in the conservation of life and a better citizenry, and

"5. The mobilization of all community forces, including City and State at Safety Councils for intensive and permanent campaigns against accidents of all types.

Saccharin and the raw materials from which it is made may be sold in Italy until Dec. 31, 1921, according to a recent Government decree, Saccharin is admitted duty free. The provision regarding saccharin was made originally in 1917 and the time has been extended for short periods.

#### SUES FOR LICENSE FOR COUMARIN

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Oct. 26—The W. T. Rawleigh Co., manufacturers of flavoring extracts, toilet preparations and patent medicines, has filed a petition in the Supreme Court of the District of Columbia against the Dye and Chemical Control Section, Customs Service, seeking a mandamus to compel the section to issue a license for the importation of coumarin.

It is claimed by the petitioner that it has purchased 800 lbs. of coumarin to be imported from Germany and made application to the Dye and Chemical Section to bring this into the United States for use by it in the manufacture of its products. The license has been denied, the petitioner states, upon the ground that coumarin can be purchased in this country on reasonable terms.

The manufacturer claims that the action of the Section is unreasonable and disadvantageous to the public, and Justice Stafford has issued a rule against the Section requiring it to show cause why a mandamus should not be issued.

On Friday the Dye and Chemical Section filed its answer alleging that the court has not jurisdiction and also that the commodity can be obtained at a reasonable price in the United States. It is assumed that the court will find that it has not jurisdiction inasmuch as it made such a decision last week in the case of the Commercial Solvents Company. It is understood that the Company intends to take an appeal to the Court of Appeals of the District of Columbia.

#### NEW CLUB TO HOLD DINNER

A reorganization of the new club in the chemical and drug trades of New York will be held Wednesday evening, Oct. 26, at a dinner at Williams restaurant, 116 Fulton street, New York. The development of the new organization on a broader scale as planned last year when the club was first proposed, will be discussed. Applications for membership will be accepted from the trade at this time. The Committee is desirous of hearing from prospective members in the trade, and those who are unable to attend the dinner can secure information as to the plans for the future from George Huisking, 5 Platt street.

Dr. Leopold Harris, of New York, convicted of violating the Harrison narcotic law and sentenced to two years in Atlanta penitentiary, was refused a rehearing on his case by the Supreme Court of the United States, last week.

The paint and varnish division of the du Pont interests will move on November 1 to its own building at Morgan and Washington Streets, Jersey City. Warehouses and offices will be consolidated in one unit.

J. Darnbacher, formerly manager of the chemical department of Chas. T. Howe, is now connected with the Wellman Chemical Co., 56 Walker street, New York.

The National Lead Co., has declared the regular quarterly dividend of  $1\frac{3}{4}$  per cent on the preferred stock, payable Dec. 15 to holders of record Nov. 25.

William H. Price, secretary of the Baltimore fertilizer firm of Griffith & Turner, died recently at the age of sixty-six.

The South Jersey Farmers' Exchange, Woodstown, N. J., has plans under way for a new fertilizer plant.



### ***Business Brevities***

The Blue Ridge Paint & Color Co., Allentown, Pa., has been adjudged an involuntary bankrupt. John G. Diefenderfer is referee.

The Liquid Carbonic Co., has leased the store and basement at 229 to 239 West 28th Street, New York, for offices and show rooms.

J. P. Bird, general manager of the National Association of Manufacturers, has resigned and will engage in a private business enterprise.

The Board Chemical Products Corp., has been formed at Bound Brook, N. J., to manufacture chemicals and dyes. The authorized capital is \$1,000,000.

Frederick C. Luthi, President of F. C. Luthi & Co., 44 Beaver Street, New York, exporters and importers, spent some time in Berlin, recently, on business for his firm.

Bradstreet's reports 385 failures in the United States for the week as compared with 379 for the previous week and 249, 115, 161, 214, for the corresponding weeks 1920-1917.

Salesmen who are on the road for manufacturers in the New York district report that consumers say low prices are the only inducement that will persuade them to buy now.

A petition in bankruptcy has been filed against the Kill Stain Co., Inc., of 2,330 Amsterdam Avenue, by the Procter & Gamble Distributing Co., on a claim of \$541. It is stated that the liabilities are about \$3,000 and assets about \$2,000.

The L. P. C. Chemical Corporation, a Delaware corporation, has filed notice to operate in New York, with capital of \$500,000. F. S. Mardon, 416 East Fifty-seventh street, is local representative.

The Buffalo Specialty Co., 375 Ellicott street, Buffalo, New York, manufacturer of polishes, is to rebuild the portion of its plant at Bridgeburg, Ont., destroyed by fire, Oct. 15, with loss estimated at \$50,000.

The Nuxema Chemical Company, Baltimore held its annual meeting last week. The officers elected are: George A. Bunting, president; Mr. Neely, vice-president; H. J. Jeffries, treasurer, and W. H. Richardson, of the Richardson Drug Co., secretary.

Dr. Charles Baskerville, of the College of the City of New York, spoke before a joint meeting of the Providence Engineering Society and the Rhode Island branch of the American Chemical Society at Brown University, last week, on chemical research.

According to the Industrial Bureau of the Baltimore Board of Trade, Baltimore is the first city in the country with respect to the production of medicinal preparations and is the location of the second largest laboratory in the world for the manufacture of pharmaceutical remedies. The annual output of preparations amounts to not less than \$5,000,000.

The new refinery being built by the Wilmington Sugar Refining Co., at Wilmington, Del., was designed and its erection is being supervised by W. J. Wayte of New York. Contrary to usual practice, the Wilmington refinery will not be a high building. Mr. Wayte believes that the use of extremely high structures for refinery purposes is justified only where they occupy very costly sites. The new mill will have a capacity of 5,000 barrels daily.

### **SALESMEN HEAR NOTED LAWYER TALK ON ART OF PERSUASION**

**New Association Meets at Dinner at the Advertising Club—Local Chapter to be Formed in Cleveland—Frank McDonough Heads Committee in Charge of November Meeting.**

With a better than 60 per cent attendance of local members, the recently organized Salesmen's Association of the American Chemical Industry met at dinner at the Advertising Club, Thursday, Oct. 20, and listened to an exceptionally interesting talk on the gentle art of persuading men from Judge Richard Barrett, general counsel of the Lehigh Valley R.R. The enviable record the new organization is making for most excellent addresses by big men was more than sustained, and as one salesman expressed it, "The thought of idealizing my goods which I had from Mr. Jones at the September meeting and the idea of meeting a buyer's mind more than half way which Judge Barrett has just given us, is going to be worth a lot of good dollars on my commission account."

Rivalry in good meetings has been instilled in the Association by the plan adopted to turn over each month's meeting to a special committee, under the general direction of Chairman George Short of the Entertainment Committee. These special committees will have complete charge of the program, and within the cost limit of \$2.50 may stage any kind of a "Party" they think best. At the end of the year the members will vote which month's committee ran the best meeting, judged both for the entertainment and the attendance. Frank McDonough, of the Norvell Chem. Co., is chairman of the November Meeting Committee, and serving with him are George Ashworth, Dow Chemical Co.; A. C. Kalbfleisch, the Kalbfleisch Corp.; J. R. McIntosh, R. W. Greeff & Co., and F. P. Summers, Noil Chemical Co.

Members in Cleveland are anxious to establish a local chapter in that city, and the secretary announced that Charles B. Hall, of the Cleveland-Cliffs Iron Co., a vice-president of the Association is planning for an organization meeting for this purpose in that city.

"The name on the dotted line," said Judge Barrett in his talk, "is known in law as a meeting of minds, and the good salesman has found that it is easier and surer for him to go to meet the mind of his customer—even, sometimes, more than half way, than it is to drag the other man's mind to him."

In a most vivid and entertaining way he pointed out the three ways of persuading men—through their self-interest, through their mental laziness, and through their prejudices or passions. In each case he gave telling examples of good salesmanship applied to these buying motives.

### **TO STANDARDIZE FEDERAL SPECIFICATION (Special to DRUG AND CHEMICAL MARKETS)**

Washington, D. C., Oct. 26—All government purchases of material are to conform to a general standard of specifications to be outlined by a Federal Specifications Board, the appointment of which has just been announced by Brig. Gen. Charles G. Dawes, chief of the Bureau of the Budget. The director of the Bureau of Standards, Dr. S. W. Stratton, is to be ex-officio chairman of the Board, which will be composed of a representative from each Government Department and independent bureau.

It will be the duty of this Board to compile and adopt standard specifications for materials and services, and to bring specifications into harmony with the best commercial practice wherever conditions permit, bearing in mind the desirability of broadening the field of supply.

### FOREIGN BUYERS AND AGENTS LISTED TO AID AMERICANS SELLING ABROAD

**Card Index System Inaugurated By Bureau of Foreign and Domestic Commerce—Consular Service, Commercial Attaches and Trade Commissioners Co-Operating In New Plan**

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Oct. 26—For the purpose of providing American firms with reliable information concerning prospective buyers or agents all over the world the Bureau of Foreign and Domestic Commerce has created the Commercial Intelligence Section whose function is to compile and maintain an active World Trade Directory of foreign business firms. This will not be a printed directory but a card index which can be revised and added to as occasion demands. The data for this directory are being collected through commercial attaches and trade commissioners, and with the full co-operation of the Consular Service. From this directory are compiled commodity trade lists or "starred lists" as they are frequently called, covering a given section of one country, or an entire country. These starred lists are a decided improvement over the old lists, which prior to the creation of this Section contained only names and addresses of firms in various lines of business.

An effort is made to indicate the relative importance of the different merchants by one, two or three stars. This distinction is not based on the existing credit standing of the firm, but is made to show the largest firms, the next largest and the smaller ones, taking into consideration the geographical location of the firm, the class of goods handled and the nature of the business. This information is highly desirable for American manufacturers and exporters about to enter new fields so that profitable markets may not be tied up for a series of years in the hands of inexperienced representatives.

There are the symbols after the name of each firm which indicate the nature of its business, i.e. whether wholesale, retail, commission merchant, agent, etc. It is very essential that American firms have this information in order to avoid the possibility of quoting rock bottom prices to small retailers or agents. This information is also important when undertaking direct advertising.

Another important feature of these new or starred lists is that the nationality of each firm is given. This important feature is very often overlooked by exporters when granting exclusive agencies and through this neglect agencies sometimes fall into the hands of foreign competitors with disastrous results.

These lists also indicate whether a firm specializes in one certain commodity, and if not, what other commodities it does handle. This is not "credit information"—this is "sales information." It is not the province of the Government to give credit ratings.

This Commercial Intelligence Service is invaluable in other ways. When undertaking an advertising campaign by direct appeal of the personal letter, it is especially desirable to know to whom letters are being sent, rather than sending them out promiscuously because of the great expense involved.

This service is in active operation for most of the Latin American, some European and Far East countries, and is available to American firms and individuals who have taken steps to have their name and interest in foreign trade recorded in the "Exporters' Index," maintained by the Bureau of Foreign and Domestic Commerce.

### Trade Notes and Personals

E. T. Marceau, chemical director of the N. K. Fairbank Co., has transferred his headquarters from Chicago to the New York office.

William Cooper Procter, president, Procter & Gamble Co., Cincinnati, Ohio, has been appointed a member of President Harding's Unemployment Conference.

Miers Busch, Philadelphia, a member of the firm of Shoemaker & Busch, wholesale druggists, has been elected a director of the Pennsylvania Salt Manufacturing Co.

Clement C. Speiden, chairman Chemical Section, New York Board of Trade, and member of Innis, Speiden & Co., was a recent visitor at the rooms of the American Association of Commerce and Trade, Berlin.

Dr. H. E. Howe, chairman of the research extension division of the National Research Council, addressed the New Jersey Chemical Society at a recent meeting on the functions of the Council and the importance of industrial research.

Dr. Robert P. Fichelis, formerly lecturer on commercial pharmacy, Philadelphia College of Pharmacy, has been appointed dean, and professor of the theory and practice of pharmacy, New Jersey College of Pharmacy, Newark, N. J.

According to President F. S. Harris, of Brigham Young University, Provo, Utah, Hugh Smith, representative of chemical manufacturing interests of Pittsburgh, Pa., has recently made investigations into the feasibility of establishing at Provo a plant for products used in the manufacture of fertilizer.

The presentation of a portrait of Joseph Priestley to the National Museum, Washington, took place at a meeting of the Washington Section, of the American Chemical Society, on Tuesday. The presentation was made by Dr. Edgar F. Smith, president of the Society and former Provost of the University of Pennsylvania.

The Rochester Section of the American Chemical Society has arranged a winter program which includes addresses by Dr. H. N. Russell, Princeton University; Dr. Edgar F. Smith, president of the American Chemical Society; Major O. I. Chormann, Dr. William J. Hale, Dow Chemical Co.; Dr. Arthur D. Little, Dr. Edwin Slosson, and Dr. H. E. Howe of the National Research Council.

E. Merck, of Darmstadt, has undertaken the production of a unique film giving an insight into all the activities of their works, depicting all the operations carried out in the manufacture of the more important drugs from the raw material to the finished product, including the preparation of sera and different phases of office work. Prior to being sent out on its tour throughout the world the film was shown at a private exhibition, which occupied an hour and a half.

Elwood Hendrick addressed the Chamber of Commerce at Rochester, N. Y., recently, on "The Chemical Warfare of America." "The opponents of the license system include the owners of certain woolen mills, the Amoskeag Co., of New Hampshire and a number of sincere persons who are uninformed on the subject and who, like most of us, hate the word embargo," said Dr. Hendrick. "I would not number among these uninformed persons Senator Moses of New Hampshire who whatever his motive may be, conducts himself like an attorney for the Amoskeag Company and leads the opposition to the licensing system."



## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Aetna Expl. ....	10	10 1/4	Heyden Chem. ....	1 1/4	2
Aetna Expl., pf. ....	67	68	H'k Electro. ....	55	65
Alr Reduction ....	37	39	H'k Electro, pf. ....	60	70
*Allied Chem. & D. ....	45	45 1/2	Int. Agricult. ....	7	7 1/2
*Allied Ch. & D., pf. ....	87	87 1/2	Int. Agricult., pf. ....	37 1/2	38
Am. Ag. Ch. ....	33	34	*Int. Nickel. ....	13	13 1/2
*Am. Ag. Ch., pf. ....	55	55 1/2	*Int. Nickel, pf. ....	80	84
Am. Chicle. ....	7	7 1/4	*Int. Salt. ....	43	60
Am. Chicle, pf. ....	35	40	K. Solvay. ....	60	60
*Am. Cot. Oil. ....	18 1/2	19	*Mathieson Alk. ....	12	19
*Am. Cot. Oil, pf. ....	39	40	Merek & Co., pf. ....	55	65
Am. Cyan. ....	15	20	Merrimac. ....	77	79
*Am. Cyan., pf. ....	35	45	Mulford Co. ....	45	50
*Am. Druggists S. ....	8	5 1/2	Mutual Co. ....	150	150
Am. Glue. ....	40	45	*National Lead ....	75	76
Am. Glue, pf. ....	65	70	*National Lead, pf. ....	103	104
*Am. Linseed. ....	24	25	N. J. Zinc. ....	124	127
*Am. Linseed, pf. ....	49	50	Niag. A., pf. ....	96	100
*Am. Malt. ....	12	13	Parke, Davis & Co. ....	83	83 1/2
*Am. Zinc. ....	9	9 1/4	Penn. Salt. ....	65	67
*Amer. Zinc, pf. ....	29	30	People's Gas, Chi. ....	51 1/2	52
Atlas Powder ....	111	114	Procter & Gamble. ....	676	685
Atlas Powd., pf. ....	66	68	Procter & Gam., pf. ....	101	101 1/2
British Am. Chem. ....	1	65	Rollin Ch. ....	50	60
By. Prod. Co. ....	57	65	Rol. Ch., pf. ....	80	90
Carborundum ....	135	135 1/2	Royal Baking Po. ....	80	83
Carborundum, pf. ....	115 1/2	116	Royal Bak. Po., pf. ....	81	85
Casolin Co. ....	30	45	Sherwin-Williams. ....	520	540
Celluloid Co. ....	100	102 1/2	Stand. Ch. ....	90	100
Celluloid Co., pf. ....	104	105	Swan & Finch. ....	30	35
Ches. Mfg. ....	155	165	*Tenn. C. & Chem. ....	7 1/2	8
Ches. Mfg., pf. ....	96	99	Tex. Gulf. Sul. ....	27	27 1/2
*Corn Products. ....	79 1/2	80	Union Carbide. ....	42 1/2	43
*Corn Products, pf. ....	106 1/2	107	Union Sulphur. ....	...	...
*Davison Chem. ....	36	38	*Un. Drug. ....	57 1/2	58
Dow Chem. ....	200	200	*Un. Drug, 1st pf. ....	38	40
Dow Ch., pf. ....	103	103	*Un. Dyewood. ....	56	60
Du Pont. ....	100	108	*Un. Dyewood, pf. ....	94	96
Du Pont, pf. ....	67	69	Un. Gas, Imp. ....	33	33 1/2
*Freeport, Tex., Sul. ....	13 1/2	14	Un. Gas, Imp., pf. ....	49 1/2	50
*Freep. Tx. Sul. pf. ....	91	93	U. S. Gypsum. ....	...	...
Grasselli. ....	130	130	*U. S. Indus. Al. ....	44	44 1/2
Grasselli, pf. ....	90	95	*U. S. Indus. Al., pf. ....	...	85
Hercules. ....	125	133	*Va.-Car. Ch. ....	28	28 1/2
Hercules, Powd., pf. ....	80	82	*Va.-Car. Ch., pf. ....	69	72 1/2
			*V. Vivandou. ....	8	8 1/2

\*Listed on New York Stock Exchange

The United States Supreme Court heard arguments in the case of the Crescent Cotton Oil Co., against the State of Mississippi last week, involving the validity of a Mississippi law prohibiting a cottonseed oil concern from owning or operating a cotton gin or from selling cotton bagging or ties. The company won in a lower Mississippi court, but on appeal the State won and the company was fined \$1,900 for alleged violation of the Mississippi law and was enjoined from operating a gin in the State and forfeited its right to do any business within the State. Its property was attached and was ordered sold, which would entail great loss, it is claimed. Appeal was then taken to the United States Supreme Court for relief.

Authority to issue receiver's certificates to meet claims against the British-American Chemical Co., of Ridgefield Park was given former Judge Haight of Jersey City in an order signed last week by Federal Judge Lynch of Newark, N. J. Mr. Haight is equity receiver for the company. The claims against the company are for taxes due the town in which the plant is located and amounts due Freeborn & Co., complainant in the action, and Schenck & Schenck. The taxes due the town are \$5,596.86 for 1920 and \$9,048.75 for this year.

Directors of the Lindsay Light Co., of Chicago, makers of rare earth salts, deferred action on the quarterly dividend of 1 1/4 per cent on the preferred stock, due Sept. 30, until the Nov. 15 meeting. The last quarter earnings showed an operating deficit of \$8,346.

A petition in bankruptcy has been filed against the Success Fur Dyeing Co., Inc., 278 Greene Street, Brooklyn, by Benjamin Wolkomir for \$400, Louis Stern \$1,000 and Charles Shield, \$200.

## New Incorporations

Magnus Chemical Co., Brooklyn, capital \$90,000. W. M. and W. J. Campbell; E. Magnuson. Attorney, Henry Amerman, 233 Broadway, New York.

Lattimore Oil Co., Lattimore, N. C., capital \$125,000. To crush cottonseed. L. C. Hamrick, Lattimore; M. C. Gettys, Gaffney. S. C.; C. J. Hamrick, Shelby, N. C.

Borg Corp., Manhattan, capital \$100,000. To make shellac and glue. F. C. Leubuscher, J. W. Suling, J. C. Skinner. Attorneys, Leubuscher & Suling, 258 Broadway.

Maryland Soap Co., Inc., Baltimore, Md., capital \$500,000. To manufacture soaps and soap powders. Incorporated by the Corporation Trust Co. of America.

Diamond Soap Co., Dover, Del., capital \$200,000. Attorney, Artemus Smith, Wilmington, Del.

Southern Pine Products Co., Dover, Del., capital \$2,000,000. Turpentine. D. J. Gay, E. C. Gay, Biloxi, Miss.; J. O. Gillespie, Gulfport, Miss. Attorney, U. S. Corporation Co.

Morristown Cement Block Co., Morristown, N. J., capital \$100,000. Harvey A. Elder, Morris Plains, N. J.; Elmer Snook, Anna Snook, Morristown.

Hudson Valley Portland Cement Co., Manhattan, capital 125,000 shares common stock, no par value; active capital \$100,000. H. W. Davey, M. S. Reeve, E. F. Mack, Jr. Attorney, H. Dominitz, 152 W. 42nd st.

Fort McCoy Turpentine Co., Fort McCoy, Fla., capital \$40,000. To manufacture turpentine and kindred products. W. J. Wilson, president; J. H. Burroughs, secretary and treasurer, both of Fort McCoy.

Capital Increases—U. S. Turpentine and Rosin Corp., Mobile, Ala., from \$3,000,000 to \$6,000,000.

## GOVERNMENT SUES CEMENT BUREAU

A suit of equity to enjoin the Midwest Cement Credit and Statistical Bureau from "keeping up an unlawful combination and conspiracy in restraint of interstate trade and commerce in cement" was filed in Federal Court, Chicago, this week, by the Government. Twenty-four firms are named as defendants. The defendants operate thirty mills in Pennsylvania, Ohio, Michigan, Indiana, Illinois, Iowa, Missouri and Kentucky. The bill states that the twenty-four defendants ship approximately 30,000,000 barrels of cement annually. Among the officers of the bureau are D. H. McFarland, New York; C. A. Irvin, Easton, Pa.; J. B. John, Newwaygo, Mich., and E. J. Maguire, Cleveland.

## NEW CEMENT PLANT AT CAPE TOWN

The demand for cement in the Union of South Africa is increasing. The imports during 1920 amounted to 50,717,000 lbs., valued at \$582,029 (at normal exchange). During 1920 practically all of the cement came from the United Kingdom, Canada, Belgium and Germany, the United States only furnishing 16,800 lbs. Financing of the Portland Cement Co., of Cape Town, insures the erection of a plant with capacity of 500,000 bags of cement annually, but this output will not meet the demand.

The United States Supreme Court has denied a petition for writ of certiorari to review the decision of the United States Circuit Court of Appeals overruling the claim of the Upjohn Chemical Co., to trade-mark protection for the medicinal product Phenolax, in the case of the Upjohn Co., against the Merrell Co. The latter won in proceedings before the Circuit Court of Appeals and apparently that ruling must stand in view of the Supreme Court's refusal to review the matter.

In the suit of the Commonwealth Color & Chemical Co., New York, against the Lyons Piece Dye Works, the defendant filed an answer alleging that the plaintiff did not deliver 173 barrels of fustic dye and 106 barrels of hematine dye of the quality agreed, but delivered dye of less strength and twaddle than was agreed, causing alleged damage of \$12,000.

## The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 876-877

### BUYERS TAKING LARGER STOCKS

**Jobbers Increase Orders From Barrels to Carlots In Anticipation of Threatened Strike—German Situation Still Serious—Prices In Makers' Hands Show Little Change**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

**Advanced**  
Ammonium Chloride, imp. ¼c lb. Sodium Cyanide, 120%, 2c lb.  
Potash Caustic ¼c lb. Soda Prussiate, ½c lb.

**Declined**  
No Declines

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial .....lb.	\$10	\$10	\$10	\$11½
Sulfuric Acid, 66 deg. ....ton	17.00	17.00	18.00	21.00
Bleaching Powder Works. 100 lbs.	2.05	2.05	2.05	6.00
Copper Sulfate .....100 lbs.	5.00	5.00	5.00	7.25
Potash, Caustic. ....lb.	.05¾	.05¾	.04½	.22
Saltpetre, gran. ....lb.	.07¾	.07¾	.09¾	.13
Soda Ash, 58 p.c. ....100 lbs.	2.15	2.15	2.15	2.15
Caustic Soda, 76 p.c. ....100 lbs.	4.00	4.00	3.90	4.10
Potassium Bichromate .....lb.	.11	.11	.11¾	.26
<b>Average</b> .....	<b>3.406</b>	<b>3.406</b>	<b>3.507</b>	<b>4.540</b>

Heavy chemical business shows a continuance of the improvement shown in previous weeks. Buyers are taking on larger stocks generally and in some cases their purchases during the past week have been augmented by the fear of a tie up of traffic by the prospective rail strike. This anxiety to buy and have shipments made in time to reach destinations before a possible tie up has been confined chiefly to distributors at points removed from the point of origin of goods. Their stocks had been allowed to dwindle to a low minimum on the slow buying of consumers, but, in the face of a possible isolation from supplies, quite a number of these jobbers have increased their orders to carlots instead of a few barrels as before. The condition is by no means general and is not affecting manufacturing consumers. Prices from abroad are being forced up rapidly, and higher replacement costs have put holders of limited stocks of imported goods in a very firm position. The situation in Germany is still very uncertain and is fraught with grave possibilities. The adoption of foreign currency as a medium of trade may tend to stabilize conditions, which, for the present, are much too unstable for the comfort of importers here.

Prices in makers' hands have shown no change during the week, but are becoming gradually firmer. Importers' prices on many items are tending upward as caustic potash, sodium cyanide, and prussiate of soda foreign markets stiffen. Imported ammonium chloride, are scarce and higher on the spot. Shipment prices on these items are also higher. Domestic prices are little changed and stiffness is noted in all quarters. Contract prices on alkalis have not yet been announced by makers.

**Acid, Acetic**—No change in price has been made by makers who hold to a basis of \$2.50@\$2.75 per hundred for 28 per cent acetic. Glacial is held at 10c@11c per pound according to brand. Increased activity in the textile industry is expected to strengthen this acid materially.

**Acid, Mixed**—Makers are finding a somewhat better demand as activity increases for intermediates and dyes,

but are holding their prices steady at former levels. Nitric is quoted at 9¾c@10c per unit and sulfuric, at 1c@1¼c per unit.

**Acid, Muriatic**—Prices are well maintained and makers are in good agreement. Demand is increasing slightly on a basis of \$1.50@\$2.00 per hundred for 20 degree acid in carlots and less in carboys. Iron free acid is quoted on a basis of \$1.75@\$2.00 per hundred for 20 degree in carlots and less in carboys.

**Acid, Nitric**—So far the advances in nitrate of soda have not been reflected in nitric acid and prices are still based on 5¾c@6½c per pound for 38 degree in carlots and less in carboys. Some difference exists between the prices quoted by various makers.

**Acid, Sulfuric**—No change has been noted in the gradually improving demand and prices are held at former levels based on \$11.00@\$12.00 per ton for 60 degree, and \$17.00@\$18.00 per ton for 66 degree acid in tank carlots f.o.b. works.

**Alum**—Imported alums are stiffening perceptibly and stocks on this side are diminishing. Ammonia alum is quoted by importers on a basis of 3½c@4c per pound for lump against a domestic price of 4c@4¼c per pound. Potash alum is showing a similar strength with imported lump at 3¾c@4c per pound and domestic at 5¾c@6c per pound.

**Aluminum Sulfate**—Increased demand from the paper mills is forcing stiffness into aluminum sulfate prices. Domestic iron free sulfate is quoted at \$2.50@\$3.00 per hundred and commercial at \$2.00@\$2.50 per hundred. Imported material is not figuring as largely in this market as in alums.

**Ammonium Chloride**—Importers are a trifle firmer in their views on higher prices abroad. Prices for imported are now on a par with those quoted by domestic makers. Gray granulated is quoted at 7c@7¼c per pound and white granulated at 7c@7½c per pound.

**Ammonium Sulfate**—Makers have advanced their prices to \$2.50 per hundred at works. Demand continues strong for export, and the shortage of supply keeps prices on the upward jump. Double bags f.a.s. may be had in a few cases as low as \$2.65 per hundred but as high as \$2.75 per hundred is demanded by some holders.

**Arsenic**—Activity in arsenic is increasing and prices are firmer at former levels. Quotations on the spot are 5½c@6c per pound. Offers of contracts somewhat below this level are heard in some quarters.

**Barium Chloride**—Imported barium compounds are much firmer although still below domestic prices. Chloride cannot be found below \$47.00 per ton for spot or nearby delivery and some holders are asking as high as \$50.00 per ton. Domestic chloride is quoted at \$60.00 per ton but makers are doing virtually no business.

**Bleaching Powder**—Resellers are practically out of the market and makers are holding prices firm. Works delivery is named at \$2.25 per hundred and spot or f.a.s. delivery is quoted at \$2.50 per hundred. No contract prices have been named as yet.

**Copper Sulfate**—Prices are very firm on the strength of copper and there is some doubt if \$5.00 per hundred can still be done. Imported goods are not offered in sufficiently large quantities to affect the market one

way or the other. Spot lots in less than cars from makers are bringing around \$5.35@5.50 per hundred.

**Lithopone**—Offers of imported lithopone are heard as low as 5½¢ per pound on the spot but the higher quality of the domestic stuff enables makers to hold at 6¢@7¢ per pound and take the majority of the business offered at that price.

**Potash, Caustic**—Prices from abroad are higher and it is impossible to buy at less than 5¼¢ per pound for arrival. Stocks on the spot are light and are held at this level. Makers are holding domestic caustic at 8¢@10¢ per pound but may be able to meet competition from abroad in the future.

**Potassium Chlorate**—Spot imported chlorate crystals are quoted at 6½¢ per pound and offers from abroad are heard at 5½¢ per pound c.i.f. Makers here quote crystals and powder at 12¢@13¢ per pound.

**Soda Ash**—Spot ash is steady at \$2.10@2.15 per hundred in bags. Makers are holding their prices at the former level of \$1.62½ per hundred f.o.b. works basis 48 per cent in bags. No contract prices have yet been announced.

**Soda, Caustic**—Spot goods can be had at \$4.00 per hundred ex-store. Makers are asking \$3.25 per hundred basis 60 per cent f.o.b. works. No contract prices have been named for 1922 and the trade generally is expecting these momentarily.

**Sodium Chlorate**—Prices on the spot are quoted by American makers at 7½¢ per pound, and so far no lots of imported material of consequence have come in. Quotations from abroad place sodium chlorate at 6¢ per pound c.i.f. New York.

**Sodium Cyanide**—Imported cyanide is scarce on the spot and shipments from the other side are uncertain both as to quality and delivery. It is understood that the Germans have refused to offer and the French material which is being brought in is not of uniform quality. Prices on 128 per cent are higher at 27¢ per pound but no offers of 120 per cent could be located. Domestic makers quote 96-98 per cent at 28¢@30¢ per pound.

**Soda Prussiate**—Yellow prussiate is much firmer and is very scarce in the spot market. Prices are named at 14¼¢@14¾¢ per pound. Makers are unable to quote in the near future and foreign prices are tending upward.

With London cables up and exchange higher the local market for tin while quiet was stronger, with sellers asking 29¢ for nearby and 29¼¢ for more distant positions. Standard grades in London advanced £1 to £158 5s and 17s 6d for futures to £160 10s. Sales comprised 40 tons spot and 260 tons futures. The market was firm at the quotations. Straits was also up £1 for spot at £158 15s, but Eastern shipments were unchanged at £161.

Domestic potash producers have had a conference with officials of the Customs Service, Washington, and are asking an investigation of the dumping of German potash on the American market. The domestic producers claim that because of the cheapness of the German product they are being seriously hampered in their business. It is expected that the Customs Service will initiate an investigation under the dumping law.

Canada's imports of fertilizers during August were as follows: From Britain \$17,513; United States \$74,451, total \$91,964, as against imports in August, 1920 of \$313,262 from the United States, and \$8,310 from other countries making a total of \$321,572.

## BRITISH CHEMICALS IN SMALL DEMAND

(Special Correspondence to DRUG & CHEMICAL MARKETS)

London, Oct. 15—The market for industrial chemicals as a whole has been distinctly quiet, with occasional spurts in demand for a few products. Prices are being well maintained, but in many instances they are nominal as there is no demand. The "key" products of this market continue to stand up firm at the increased figures. Acetic acid continues a fairly active market with good enquiry for the stocks imported prior to the "key" duty coming into force. Values are firm at 80 per cent pure, £45. 98 per cent glacial, £53 10s to £54 10s per ton. Oxalic acid is steadier this week at the old figure of 9d per lb. and fair amount of business is reported. Potash, caustic, remains unwanted on the market on spot at £30 per ton for 88-92 per cent material. Forward quotations from Continent are cheaper. Potassium Permanganate, commercial quality imported material continues fairly active at about 11d per lb. Makers at home are now quoting at about 1s 2d per lb.

Soda ash (58 per cent light alkali), continues to be called for on the spot and remains quite firm at about £9 to £9 10s per ton. Home makers' are now quoting £8 7s 6d per ton for home trade only. Sodium, caustic. Ex makers' works, 70-72 per cent, £24 10s per ton, 76-77 per cent £26 15s for home trade only. Spot lots are rather scarce, especially the 76-77 per cent material and prices are firm at £24 to £25 for 70-72 per cent and £25 10s to £26 per ton for 76-77 per cent.

## SELLING POTASH BELOW COST

The "Big Six" and some of the smaller fertilizer manufacturers have reached an agreement with the German Potash Syndicate, by which eighty per cent of their next season's requirements in the way of potash will be furnished by the Syndicate at a price in the neighborhood of 75 cents a unit, says the United States Potash Producers' Association in a recent bulletin. The big fellows will receive rebates based on the tonnage bought, which rebates may amount to as much as 12 per cent of the stipulated price. In other words, if you are big enough to want a lot of potash you can get it for, say 66 cents, but if you only want a little it costs you 75 cents.

What the German has apparently done has been to sell potash below cost in the effort to freeze out his competitors, trusting to the favorable exchange rate to save him from too great a loss. It is his old pre-war method, the method by which he seized and maintained a world monopoly in potash, and if he succeeds in his effort to re-establish this monopoly, he will of course immediately raise the price to a point which will cover his temporary loss and yield a handsome profit besides. He has done that before and will do it again.

Progress in negotiations between Secretary Weeks and engineers representing Henry Ford in connection with his offer for the private operation of the Government's nitrate and water power projects at Muscle Shoals, Ala., was reported last week by the conferees. Mr. Weeks said the engineers brought figures relating to the completion of construction on the dams and including the construction of dam No. 3, which were materially greater than previous figures submitted in Mr. Ford's proposal, but less than the cost of construction work as estimated by army engineers. Mr. Ford is to be called in consultation later.

The output of Alsace potash mines during the first half of 1921 attained 604,142 tons. The monthly average amounted to 100,690 tons, against 86,120 tons in the previous year.

## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 872-873

### CONSUMERS HOLDING STOCKS AT MINIMUM

Approach of Inventory Period—Extension of Emergency Tariff to Feb. 28th—Menthol Higher—Strychnine Sulfate and Alkaloid Cut—Cod Liver Oil Softens Slightly

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

##### Advanced

\*Acetphenetidin, 15c lb. Cocoa Butter, bulk, 2c lb.  
Menthol, 25c lb.

##### Declined

Acid Oxalic, 1c lb. Strychnine Alk., 25c oz.  
Hexamethylene, 2c lb. Sulfate, 20c oz.  
\*Quinine Sulf., 2c oz. Witch Hazel Ext., 5c gal.  
Soap, Powd. U.S.P., 5c lb. \*Resale or Imported

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid .....	\$ .33	\$ .33	\$ .33	\$ .50
Acid Citric, resellers .....	.45	.45	.45	.58
Calomel, American .....	.82	.82	.82	1.19
Camphor, Jap., ref. ....	.74	.74	.72	1.18
Caffeine, Alkaloid .....	5.25	5.25	5.25	7.40
Iodine, Resublimed .....	3.50	3.50	3.50	4.35
Menthol .....	4.75	4.50	4.50	5.50
Morphine Sulfate .....	4.80	4.80	4.80	7.80
Potassium Bromide, Cryst. ....	.19	.19	.19	.63
Quinine Sulfate, Import. ....	.68	.70	.66	.70
Sodium Salicylate .....	.25	.25	.28	.50
Strychnine Sulfate .....	1.15	1.35	1.35	1.55
<b>Average .....</b>	<b>1.93</b>	<b>1.93</b>	<b>1.94</b>	<b>2.62</b>

The assurance that the Emergency Tariff Act is to be extended until February, 1922, combined with the material reduction in supplies of resale and imported goods in this market, has added a degree of confidence. Manufacturers believe that consumers will be more likely to buy when they are certain that the market will not be broken by cheap imports for several months, at least. At the same time, the approach of the inventory period, and the consequent tendency to hold stocks at a minimum, may offset any stimulating effect of an extension of the emergency tariff. The prospects of a rail strike have apparently not caused any marked stimulation in purchasing, manufacturing-consumers evidently believing themselves sufficiently well supplied to meet an emergency, or that a full-fledged tie-up will not materialize. Small routine lots of medicinals continue to make their way into consuming channels, but there is little tendency as yet to branch out.

Higher figures for shipment are reflected in a stronger position for spot menthol. Practically all supplies of resale acetphenetidin have been cleaned out and the makers' price is now bottom. Cocoa butter is firmer. Quinine continues in active request and remains firm. Sales of oxalic acid are reported at lower figures. Manufacturers have cut strychnine alkaloid and sulfate sharply. A cheaper lot of witch hazel extract is offered on spot. Higher quotations for quicksilver shipment from Italy have unsettled this market with some sellers naming higher prices. Antipyrine continues easy. Reports from primary markets indicate a firmer position for thymol. Cod liver oil is slightly easier this week.

**Acetphenetidin**—All resale stocks held here have been

cleaned up and the only source of supply is now the manufacturer. Demand shows material improvement. Two weeks ago, lots sold on spot at \$1.35 and \$1.40. To-day the maker's figure of \$1.65 a pound is inside.

**Acid Citric**—Moving steadily in routine lots only. Demand in a big way is absent. Prices unchanged at 45c a pound for spot imported in kegs. American makers adhere to 47c@47½c without change.

**Acid Oxalic**—Price cutting has evidently been the order of the day lately. Some sellers are openly quoting 14c a pound and intimate that if necessary in competition, they might shade this. Others say 15c is the market. Competition very keen.

**Alcohol**—Denatured continues a firm factor. As to formula, 40c@42c a gallon is quoted. Wood alcohol is still dull and easy at 65c@70c a gallon in barrels. The proposed sharp advance in the tax for U. S. P. alcohol has evidently made little impression on the market. May mean a boost in the price from \$4.75 a gallon to about \$12.75 if adopted.

**Antipyrine**—Weak under pressure of holders to do business. The price is named at \$1.90 a pound spot with intimations that less might be done on firm business.

**Aspirin**—Moving steadily at 56c@58c a pound. Competition between makers keen. Reports indicate two leading makers have retired from the acetylsalicylic field owing to the low price, all makers claiming that it cannot be made for less than 65c.

**Atropine**—Very weak and unchanged. In little or no demand at \$5.25 an ounce for sulfate.

**Bromides**—Imported goods moving steadily. Spot stocks reduced owing to smaller imports and recent steady demand for small lots. Imported potash 14c@16c, sodium at 16c@17c, and ammonium at 20c spot. American makers adhere to 28c for ammonium, 20c for sodium, and 19c for potash.

**Caffeine**—Quiet with demand limited. Imported material at \$4.50@\$4.60 a pound. American makers adhere to \$5.25 for alkaloid.

**Camphor**—Prices hold unchanged at 74c a pound for spot Japanese slabs with 73c reported in one quarter. While some sellers reported a material increase in demand others state that things are slower. Tablets are in brisk demand for Japanese with ounce and half-ounce tablets moving well at 85c. American tablets at 80c a pound up. American refiners name the same basis for bulk goods, 75c for barrels.

**Cocoa Butter**—Prices are indicated as firmer for spot cocoa butter, bulk material quoted on spot at 28c@30c a pound. Fingers and cakes, as to quantity, brand and packing, are held at 34½c up to 37c a pound.

**Cod Liver Oil**—The spot situation, although far from easy, has been softened slightly by recent imports being offered here at cheaper prices. New crop Norwegian oil is now quoted on spot at \$17.50 while it is possible that \$17.00 might be done. Up to \$18.50 and \$19.00 named for special brands. Import cost reported as equal to \$19.00 at this time owing to firmer exchange and higher shipment prices. Newfoundland quiet, spot quotations nominal at \$16.00@\$18.00 a barrel.

**Glycerin**—A slight increase in activity in some quarters, is reported. Prices remain unchanged at 14c@14½c a pound for C. P. in drums. Cans at 16c.



**Hexamethylene**—Is weak and in small demand. Slightly cheaper here at 73c@75c a pound for spot goods.

**Menthol**—Spot holders have jacked prices up to \$4.75 a pound for spot cases and \$4.85 for less than case lots. The apparent cause is the firmer position in Japan. Factors here state they are looking for a conservative steady rise in menthol over the next few months. Demand continues small, limited to routine jobbing lots chiefly. All spot goods firmly held by strong hands.

**Mercury**—Reports conflict. Some importers name higher prices up to \$41.00 a flask. Other state \$38.00 is the market. The consensus of opinion is for a \$38.00 market rather than \$37.00 just now. Imports last week were not large, but stocks on the spot are heavy and sufficient to take care of demand for some time. The higher figures quoted for shipment from Italy—900 lire was heard—are apparently meaningless, but sufficient reason for holders here to raise their prices. Indications point to holders accepting firm business at the lower levels rather than turning it down in order to maintain a higher price in the present market.

**Quinine**—Lots of imported Japanese quinine are again reported available on the spot at 68c an ounce and possibly 67c. Java goods are maintained here at 70c an ounce for sulfate in 100s. American manufacturers continue moving stocks at 70c for sulfate in 100s. Demand from jobbing channels and consumers is reported continuing in good volume. With a strong bark situation in Java and steady demand for the sulfate here, continued firmness in quinine is looked for.

**Soap**—Powdered U. S. P. soap is offered cheaper here at 24c@25c a pound. Cont's is very scarce on spot and is up to \$12.00 a case.

**Strychnine**—Manufacturers have revised their prices for strychnine sulfate and alkaloid sharply downward. The new basis is for 100 ounce lots in bulk as follows: alkaloid, crystals, \$1.45 an ounce, powdered, \$1.35; sulfate, crystals or powder, \$1.15. Eighth ounce vials fifty cents per ounce higher.

**Thymol**—Indications from primary markets point to firmer prices. Stronger on spot at \$5.25 a pound. Import cost is now close to this level as a result of recent advances in India.

**Witch Hazel Extract**—A lot offered here at \$1.22 a gallon for U. S. P. Other brands at \$1.25 and \$1.30 a gallon for barrels.

C. Randall Hammond, at present connected with Litter & Allen, New York, has accepted the agency for the Publicker Commercial Alcohol Co., Philadelphia, for western New York state with headquarters at Buffalo, effective Nov. 1. The Publicker Commercial Alcohol Co., produces non-beverage alcohol, cologne spirits, and all formulae of denatured alcohol. Mr. Hammond was formerly connected with Marden, Orth & Hastings, and later with Robert Grant, and Litter & Allen. He handled the sales agency for "Greendale" alcohol for each of these firms successively and is thoroughly familiar with the alcohol trade.

The Knoxville Pure Paint & Varnish Co., Knoxville, Tenn., has awarded a contract to Worsham Brothers, Knoxville, for a new two-story and basement plant for the manufacture of paints, oils and varnish, estimated to cost \$30,000. J. R. Lee is president.

The Treasury Department announces the allowance of drawback on alcohol manufactured by the United States Industrial Alcohol Co., of New York City with the use of imported molasses in combination with domestic or duty free molasses.

## COMMERCIAL SOLVENTS LOSES SUIT

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Oct. 26—The Government won its case in the Supreme Court of the District of Columbia, last week, in connection with the complaint filed by the Commercial Solvents Co. The Supreme Court decided that it did not have jurisdiction in the case. The complainants have a right of appeal to the Court of Appeals of the District of Columbia.

The Dye and Chemical Control Section of the Customs Service decided recently that fusel is not a synthetic and that permits for the importation of the oil are not necessary. When this decision was announced the Commercial Solvents Co., filed a suit of injunction in the Supreme Court of the District of Columbia against the Secretary of the Treasury. Arguments were heard and the attorney for the Government held that the Court did not have jurisdiction, and the court so decided.

## MERCK'S NEW PRICE LIST READY

Merck & Co., are distributing a new edition of their booklet "Blue Label Reagents and Other Laboratory Chemicals." Merck's Blue Label Reagents, familiarly known as M. B. L., are made according to the requirements in "Standards and Tests for Reagent Chemicals," published in 1920 by D. Van Nostrand & Co., of New York, and a special feature of the new catalog is the concise summary under each reagent showing its standard of purity, methods of testing, and other data taken from that textbook with the author's permission. Such of Merck's "White Label" chemicals of H. P., "C.P.," and other grades as are of particular interest to laboratory workers are also listed and current prices are given throughout. The booklet, therefore, should be of interest to chemists generally as a manual and price list.

## O. W. SMITH PRESIDENT OF PARKE, DAVIS

Oscar W. Smith, manager of the New York office of Parke, Davis & Co., Detroit, has been elected president of the company, succeeding James E. Bartlett. Mr. Smith has been in charge of the Eastern business of the company for 12 years or more.

Mr. Smith was previously manager of the Baltimore branch of Parke, Davis & Co. When he took charge of the New York office his field included New England, Pennsylvania and Central and South America. Mr. Smith was then only 37 years old, but he had been with Parke, Davis & Co., for twenty years having entered their employ when 17 years old.

James E. Bartlett becomes manager of the New York office.

W. P. McNulty, of the Norwich, N. Y., Pharmacal Co., who has served as production manager for several years, has been named assistant to the president. Melvin C. Eaton has been appointed assistant general manager, and J. C. Carlin, who has served as technical director, has been made general superintendent. W. J. Thompson has been placed in charge of the chemical and extract department, and B. F. Spalding, a new man to the staff, has been placed in charge of sales promotion work.

The Formosa Camphor Monopoly offers crude camphor of grade B at 163 yen per hundredweight, according to a cable from Consul H. B. Hitchcock. This compares with the Monopoly's price for the same grade of camphor for the last quarter of 1920 of 227 yen.

The Treasury Department, Washington, D. C., has issued instructions relative to the establishment of branch warehouses and agencies for the distribution of tax paid intoxicating liquors for non-beverage purposes, and wines for sacramental use.



## The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 878-879

### PROTECTION FOR DYES CONTINUED

**House Passes Bill to Extend Emergency Tariff Act to February—Senate to Take Favorable Action—Price-Cutting Evident on Beta-Naphthol—Aniline Oil Firmer—Naphthalene Reduced by Makers**

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

No Advances

Declined

Naphthalene (Makers) 1c lb.

b-Naphthol, 2c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzene, C. P. .... gal.	\$.27	\$.27	\$.27	\$.35
Naphthalene, flake .... lb.	.063½	.063½	.07	.11
Phenol .... lb.	.063½	.063½	.09	.12
Xylene, 10 negrees .... gal.	.35	.35	.45	.45
Toluene, pure .... gal.	.28	.28	.28	.35
Aniline Oil .... lb.	.17½	.17½	.20	.26
Benzaldehyde .... lb.	.45	.45	.45	.45
Betanaphthol, dist. .... lb.	.30	.32	.34	.46
Paranitroaniline .... lb.	.77	.77	.80	1.10
o-Toluidine .... lb.	.25	.25	.25	.27
<b>Average</b> .....	<b>0.299</b>	<b>0.301</b>	<b>0.317</b>	<b>0.390</b>

Business in dyes and intermediates continues to show gradual improvement. Price cutting in the face of orders is gaining headway and is now pretty generally accepted as a preliminary to business. Beta-naphthol has been particularly subject to this condition on account of the heavy stocks held in various directions in spite of repeated assertions to the contrary from makers. The situation in crudes is somewhat easier as operations in the steel and iron industries broaden. Buyers are showing signs of greater confidence following the extension of the Emergency Tariff by the House last week for an additional period of ninety days. The Senate must ratify the extension before it becomes valid. Interest from textile mills in colors is increasing but the total of the orders so far received has not been sufficient to force prices up again. The offers from Germany and Mexico have excited little real interest here on account of the probable continuance of the Dye and Chemical Control Section of the tariff.

Prices generally are subject to sharp competition in the face of firm business. Beta-naphthol has been reduced to the former resale level by makers, while resellers have been forced into a further decline. Aniline oil is somewhat firmer in the absence of resale lots, but makers are willing to cut in many cases. Paranitroaniline is similarly situated. Naphthalene has been reduced by makers although their level is still above that of resellers. Benzene, toluene, and xylene are easier. Reductions are named on some of the less important coal tar derivatives. Intermediate makers as well as dye makers are making reductions only where business is offered, and ordinarily are refusing to make these prices public.

#### Coal Tar Crudes

**Benzene**—Makers have not reduced their prices although offers are more plentiful. Increased business in steel and iron has effected a considerable increase in the activity of the coke industry and supplies are correspondingly easier. Quotations are held at 27c@33c per gallon in tank cars and drums for pure benzene. Resellers are less in evidence.

**Cresylic Acid**—Makers have reduced 95 per cent dark to 65c@70c per gallon and 97-99 per cent straw to 70c@75c per gallon according to quantity.

**Naphthalene**—Refiners have reduced their quoted prices to 7½c@8½c per pound for flake and 8½c@9½c per pound for balls. Resale lots are still to be had in some quarters as low as 6½c per pound for flake but stocks in this direction are less pressing. Consuming interests are not taking on stocks.

**Phenol**—Buying has been limited to the drug trade and prices are unchanged. Resale lots of government material are offered at 8½c per pound. Natural phenol is held at 15c@16c per pound.

**Tar Acid Oil**—Lower prices are named by makers. The 25 per cent grade is named at 26¼c@29c per gallon and the 50 per cent grade at 38c@41c per gallon.

#### Intermediates

**Acid, Anthranilic**—Prices are unchanged with pure acid at \$1.40@\$1.50 per pound according to quantity and technical at \$1.10@\$1.20 per pound.

**Acid, Gamma**—Makers admit low prices where large quantity sales are involved. Quotations are steady at \$2.25@\$2.70 per pound according to brand.

**Acid, "H"**—Prices are named at \$1.10@\$1.15 per pound although it is probable that actual business in quantity can be put through at concessions.

**Alpha-naphthylamine**—Makers are well agreed on a quoted basis of 35c@37c per pound although it is possible that these figures can be shaded for quantity business.

**Aniline Oil**—Makers are fairly firm at 18c per pound. Rumors of sales at 16c per pound cannot be confirmed and resellers report their stocks as dwindling. It is possible to shade 18c per pound considerably for off-grade oil, but generally new oil cannot be had below this level. Makers find their raw materials somewhat easier.

**Aniline Salt**—Fair business is reported at 26c@28c per pound.

**Anthraquinone**—Makers name \$1.50@\$1.75 per pound according to quantity and brand for sublimed. Paste is offered at 90c@95c per pound.

**Benzidine**—Improved demand is reported by makers who have been selling against stocks for some time. Prices are unchanged at \$1.00@\$1.05 per pound.

**Beta-naphthol**—Makers admit that they would accept orders in quantity as low as 32c per pound. Resellers state that they are able to buy direct from makers at 30c per pound. Rumors persist of sales as low as 28c per pound from makers. The situation is much befogged and the attitude of makers seems to be to keep it fogged as much as possible to hide their price-cutting operations. Statements are made by makers that their stocks are almost nil, but are immediately followed by further price cuts which belie their statements. Apparently stocks are too heavy for comfort.

**Dimethylaniline**—Makers are holding prices firm at 45c@50c per pound, but little business is offered.

**Meta-nitroaniline**—Makers hold their quoted prices at 95c@\$1.00 per pound. Some activity has been noted in this material recently.

**Nitronaphthalene**—Prices quoted by makers are steady at 30c@32c per pound.

**Para-nitroaniline**—Makers freely accuse one another of cutting prices, but are unwilling to admit cutting themselves. Prices named are 77c@82c per pound according to brand. These figures are named as firm by each maker, but even the higher priced ones are said to be cutting for business. This argues rather strongly that the position of none is as firm as might be desired.

**Phthalic Anhydride**—Threats of suits on patents for phthalic anhydride are attracting more attention than the actual demand for the material. Makers name 40c @50c per pound according to quantity.

Professor H. E. Fierz, of the University of Zurich, in a speech before the Chemical Section of the British Association, said Germany was perfecting new dyes and expected to capture the trade of every nation that relies solely on present methods and colors. Chemical supremacy, Professor Fierz contended would be determined by supremacy in the research field. He predicted that the dyestuffs industry would get on a broader basis than it is now and that methods in a number of related fields would be affected such as pharmaceutical, photographic and tanning chemistry, celluloid, artificial leather, artificial horn and lastly heavy chemicals such as nitric, sulfuric and acetic acids and ammonia.

The Board of United States General Appraisers has overruled a protest of the Keene Co., against the collector's assessment of duty on naphthalene consigned to this concern at the rate of 15 per cent and 2½c per pound under Group 2, Section 501, Title V, of the Act of September 12, 1916. The importer claimed that the merchandise was not dutiable as assessed, but should be entered free of duty under Group 1, Section 500. No evidence being offered to sustain this contention the protest was overruled.

A joint research committee has been formed by the British National Benzol Association and the University of Leeds for the purpose of taking over the direction of research in the extraction and utilization of benzol and similar products in that country. The committee, as at present constituted, consists of Professor J. W. Cobb, Prof. J. B. Cohen, Prof. A. G. Perkin, Prof. G. Poole, Prof. A. Smithells, W. G. Adam, Dr. T. H. Butler, S. Henshaw, S. A. Sadler and Dr. E. W. Smith.

A certificate of incorporation has been granted to the Lawlor-McCormick Co., New Brunswick, N. J., which will take over the exclusive selling rights for the naphthalene output of the Atlantic Chemical Works, Ltd., Bayway, Elizabeth. The incorporators are Clifford J. McCormick, New Brunswick, N. J., Joseph J. Lawlor, New Rochelle, N. Y., and William J. Lawlor of New York City. The authorized capital stock is \$50,000 of 500 shares. The paid in capital is \$5,000.

P. M. Garrod, formerly manager, chemical and color departments National Sales & Trading Co., Cleveland, O., is now western sales manager, A. Wilhelm Co., dry and pulp color makers, Reading, Pa.

The United Indigo & Chemical Co., 960 Broadway, Chelsea, Mass., has awarded building contracts for rebuilding the portion of its plant recently destroyed by fire. The work will cost about \$21,000.

The Chesapeake Manufacturing & Creosoting Co., Money Point, near Portsmouth, Va., is to rebuild the portion of its plant, recently destroyed by fire with loss exceeding \$250,000.

The Anchor Chemical & Dye Works, East Orange, N. J., has filed notice of organization to manufacture chemicals and dyes.

## CANADA'S AUGUST DYE IMPORTS

(Special to DRUG AND CHEMICAL MARKETS)

Toronto, Canada, Oct. 26—The monthly report of the Trade of Canada for August gives the value of imports of dyes and tanning materials as follows: From Britain \$12,785; United States, \$201,269; other countries \$80,275; total \$294,329; as compared with imports for August, 1920, from Britain, \$50,292; United States, \$556,078; other countries \$44,187; total \$650,557.

Imports of aniline and coal tar dyes included in the August figures were as follows: From Britain 8,200 lbs. value \$8,913; United States 72,055 lbs., \$80,196; Germany 673 lbs., \$2,587; Switzerland, 5,545 lbs., \$6,251; total 86,473 lbs., \$97,947; as compared with imports for August, 1920, from Britain, 17,157 lbs., \$40,898; United States, 241,989 lbs., \$265,306; Switzerland, 15,891 lbs., \$37,667; total 275,037 lbs., \$343,871.

## COL. METZ'S LOGIC CRITICISED

Editor, DRUG & CHEMICAL MARKETS:

Whatever may be one's opinion of the attitude of Col. Herman A. Metz toward the question of dye protection, his inconsistency in some points is striking to say the least. One of the principal statements which he made on his recent return from Germany to support his contention that the dye licensing system is unnecessary was that German dye plants were operating at less than fifty per cent of 1913 capacity and that some were operating as low as thirty per cent. On the face of it we cannot see in this any argument one way or the other on the protection issue. American dye plants are in an even worse predicament and it is the exceptional plant which is operating more than even the thirty per cent which the Colonel mentions as a tentative minimum. It would not be difficult in the least to name a dozen American plants which are completely closed and have been for months. We take it that the Colonel would use this as a basis for proof that, since we have protection now and yet our dye industry is so nearly closed down, the kind of protection proposed is useless to ensure its life!

New York, Oct. 20, 1921.

J. T. SIMPSON.

Senator Penrose, chairman of the Senate Finance Committee, has announced that his committee will take up the matter of extending the emergency tariff bill in the very near future. He says that there will be no difficulty in having the extension made and he is of the opinion that the bill will be passed by the Senate exactly as it passed the House, extending both the agricultural features and the Dye and Chemical Control Section of the Customs Service until Feb. 1.

It is probable that the sub-committee on dyestuffs composed of Senators and Representatives, which was appointed by the Finance Committee of the Senate, will begin work on the dyestuff tariff in the near future. Representative Longworth of Ohio, who has been vitally interested in the dyestuff question and who is a member of this sub-committee, states that no meeting has been held, up to this time, by the sub-committee.

The committee of stockholders of the Butterworth-Judson Corporation, consisting of Chellis A. Austin, William A. Bradford and Thomas L. Chadbourne, has limited the time for making deposits of stock to Oct. 28. A large number of the preferred and common stockholders already have deposited their securities.

The Apex Color Corp., 61 Cornielson avenue, Jersey City, is taking bids for a new one-story plant, 50x100 feet, on Van Winkle avenue, estimated to cost \$25,000.

## The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Page 881; Naval Stores, Page 882

### OLIVE FOOTS QUOTATIONS WITHDRAWN

**Local Factors Unwilling to Offer Goods in Face of Shortage in Stocks Here and Prospect of Further Export Restrictions Abroad—Crushers Reduce Linseed Oil Prices**

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced	
China Wood, ½ c lb.	Cottonseed, crd., ¼ c lb.
Declined	
Degras, ¼ c lb.	Linseed, 4c gal.
	Linseed, imported, 4c gal.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.42	\$.42	\$.42	\$.85
Degras, American, bbls.	.03½	.03½	.03½	.06
Lard, No. 1.	.67	.67	.60	1.19
Menhaden, crd., bbls.	.33	.33	.34	.45
Neatsfoot, 20 deg. oil, gal.	1.00	1.00	1.00	1.65
Red Oil, distilled	.07½	.07½	.07½	.11½
Stearic Acid, T. P.	.11¼	.11¼	.10½	.22¼
Coconut, Ceylon, Dom., bbls.	.09¼	.09¼	.10	.15¼
Cottonseed, crude, tanks*	.07	.06¾	.06¾	.07¾
Linseed Carlots, bbls.	.65	.69	.73	1.02
Olive, denatured	1.10	1.10	1.10	3.00
Peanut, refined	.11	.11½	.11½	.16
Soya Bean, bbls.	.08¾	.08¾	.08¾	.11¼
Average	0.365	0.368	0.365	0.697

Olive foots have attracted the principal interest of the oil trade during the week following the prospect of further export restrictions from abroad and shortage of supplies here. Buying in the general list has been a trifle less active and the market generally is little more than steady. There seems to be no inclination to force sales following the stronger positions of most oils abroad. Linseed oil has been the exception and crushers have followed declines in foreign markets. Consumers are taking on stocks in a limited manner still and are generally discounting the effect of the prospective rail strike on movement of supplies.

Prices are showing little inclination to fluctuate. Quotations on olive foots have been withdrawn for the time being. China wood oil is higher on strength in the Orient. Cottonseed oil is steady with crude advanced and prime summer yellow speculative. Coconut oil is firm at prevailing prices. Peanut and soya bean oils on the coast are firm on strength in the Orient, and prices may be forced up by any considerable buying movement. Corn oil is unchanged and inactive.

The animal oils are generally firm. Degras oil is lower, but neatsfoot and lard oils are very firm. Oleo oil and stearic acid are steady.

Fish oils are attracting some attention but not much buying interest. Menhaden oil is held higher by makers but may be had at former levels in limited quantity. Cod oil is steady to firm.

Naval stores prices have held their own. Primary markets are slightly firmer on turpentine and spot prices on high grade rosins are quoted higher.

**Linseed Oil**—Prices are lower on the spot from crushers at 65c per gallon in carlots of barrels. Slower interest from consumers, coupled with unsteady seed markets, is assigned as the cause. English oil for

shipment is offered lower at 56c@58c per gallon duty paid, landed weights, for arrival in New York in November. The London spot market is firming up slightly from a slump last week and was quoted over the week end at 28s per quintal which is a net decline under a week ago. Antwerp prices are also firmer at 160 francs per 100 kilos, although lower than a week ago.

The flaxseed markets are showing signs of recovering from a slump during the week. Buenos Aires prices are firmer at \$1.31½ per bushel. Duluth prices are \$1.76@1.82½ per bushel and Winnipeg quotations are \$1.75@1.75½ per bushel, according to delivery.

**Castor Oil**—The advance of last week has been well consolidated. No. 1 oil is quoted at 11½c@11¾c per pound and No. 3, at 10½c@10¾c per pound in barrels.

**China Wood Oil**—Prices stiffen by jumps following similar advances in the Orient. Sales have been made for early November arrival c.i.f. New York at 14¼c@14½c per pound and there seems to be reason to believe that futures will come even higher. Spot oil was not to be had below 15c@15½c per pound in barrels. Coast prices are not significant in the absence of stocks there. The entire position is one of strength for the present, at least.

**Coconut Oil**—Prices are firm, but unchanged. Movement continues in their proportions in a routine manner and has had no effect on prices. Ceylon barrels are quoted at 9¾c@10c per pound and Cochin, at 10¾c@11c per pound on the spot. Manila oil in sellers' tanks Coast is held at 8c@8¼c per pound. Copra is steady at 4½c per pound on the Coast.

**Corn Oil**—Prices are steady in the absence of pressure either way. Crude oil in tanks at shipping points is quoted at 7¾c@8c per pound, and in barrels, at 8¼c@8½c per pound.

**Cottonseed Oil**—Activity during the week has been principally speculative and has made little change in prices of prime summer yellow, which is quoted at 8¾c@9¼c per pound on the Exchange. Crude oil is slightly firmer at 7c@7¼c per pound in buyers' tanks at works. Speculative interest seems to center around May deliveries.

**Olive Oil**—Cables from producing markets have refused all bids by buyers here recently on the extremely unsettled state of affairs there. France and Italy are being forced to buy from Spain, and Spain is expected momentarily to place an embargo on exports. Crops are short everywhere. Markets abroad are entirely too much upset for buyers here to gauge at present and most of the importers have withdrawn their quotations. Spot stocks of foots are practically nil and there is practically none afloat that is not going directly into consuming channels.

**Peanut Oil**—Prices are firm but unchanged. Oriental quotations are firmer. Southern crude is quoted at 8c@8¼c per pound in buyers' tanks f.o.b. mills. Oriental oil on the Coast is very scarce but a nominal price of 8¼c@8½c per pound in sellers' tanks is quoted.

**Rapeseed Oil**—Spot refined oil in barrels is quoted at 83c@85c per gallon. Blown oil is held at 95c@\$1.00 per gallon.



**Soya Bean Oil**—Coast stocks are very light and reports indicate that they cannot be replaced at the nominal prices now quoted of 7c@7¼c per pound in sellers' tanks there. Spot stocks are fairly firm but are attracting little interest at 8¾c@9c per pound in barrels.

#### Animal Oils

**Degras**—Lower prices are named on both American and English degreas. American is quoted at 3¼c@3½c per pound and English, at 3½c@4c per pound.

**Oleo Oil**—Prices are unchanged and steady at 13c per pound for No. 1 and 12½c per pound for No. 2. No. 3 is not quoted at present.

**Red Oil**—Prices are quoted at 7½c per pound for distilled oil and 7¾c per pound for saponified.

#### Fish Oils

**Cod Oil**—Sales rumored last week at 38c per gallon for Newfoundland oil probably referred to untanked or off-grade oil, as importers are still firm at 42c@44c per gallon for first grade Newfoundland tanked oil in barrels. Tanks are quoted at 40c per gallon and 39c per gallon may be possible but no lower.

**Menhaden Oil**—"Promiscuous lots" of barrels are to be had at 32½c per gallon f.o.b. mills and there seems to be quite a lot of this kind of oil around. Otherwise sellers are preferring to hold stocks at 32c per gallon in tanks and 35c per gallon in barrels at mills. Buyers are not at all interested at any such prices at present, but makers believe that it will pay them to hold on for future advances than to force business now.

#### Naval Stores

**Rosin**—The higher grade rosins have been advanced on spot scarcity and the range now quoted is \$5.65 per barrel for B to \$7.35 per barrel for WW.

**Turpentine**—Prices on the spot are unchanged at 75c per gallon. Savannah prices are slightly firmer at 69c per gallon. London quotations are lower at 65s per quintal.

### HOW SALESMEN CAN "SAVE THE SURFACE"

The "Save the Surface" campaign managers, who are determined to make 1922 the greatest paint and varnish year, have issued instructions to sales managers, in which appear the following points of equal value in other fields: "The most careful kind of analysis of territorial and general 1922 conditions, must be made before sales can be soundly directed. Getting out into the field for this information is absolutely essential. Market analysis will show what each territory should yield. To make the quota system most effective, put it on a weekly competitive basis and announce the results each week to the men, with the reward or bonus figuring on the year's results. In setting quotas, allow for a margin of safety in order to insure making a record year. To double the industry by 1926, each year must yield a sales increase of twenty-five per cent.

"The best salesman and the best territory often get the most attention from the home office. The wise sales manager gives minimum time to his best salesmen and to his best territories. He spends his time with the new men and with the man who for one reason or another isn't making good. He concentrates on finding the causes for weakness in unproductive territories by going there himself as often as necessary to bring things into line.

"Put it in writing so that every salesman will know the house policy. Be sure the policy is clear in regard to the establishing of new dealers. In towns where we have first-class dealer representation, do not encourage salesmen to "horn in" on other manufacturers' dealers. In towns where our dealer representation is below par, work for new representation there."

### PAINT AND VARNISH MEN IN SESSION

(Special to DRUG AND CHEMICAL MARKETS)

Atlantic City, N. J., Oct. 26.—S. Marshall Evans, president of the National Paint, Oil and Varnish Association, in his annual address before the convention of the Association which opened at the Hotel Traymore on Monday evening, drew attention to the work of the "Save the Surface" campaign committee and emphasized the importance of developing sales plans to make 1922 the greatest paint and varnish year. Other features of the opening session were the reports of the secretary and treasurer, the Auditing Committee, and the Memorial Committee prepared by F. A. Jensen, secretary of the Chicago Paint, Oil and Varnish Club.

The Board of Directors was in session most of the day passing upon committee reports and resolutions which were to be placed before the convention for action. On Tuesday the "Clean Up and Paint Up" Committee reported, and the convention listened to H. D. Ruhm of New York, chairman of the Committee on Export and Foreign Trade Development. The "Save the Surface" Committee's report urging members to make 1922 the greatest paint and varnish year occupied most of the afternoon session. On Wednesday the Varnish Manufacturers' Committee, the Naval Stores Committee, and a report by D. W. Edgerly of the Trade-Mark Committee were heard. J. H. Tregoe, secretary of the National Association of Credit Men, addressed the convention on "The Credit Situation."

Ernest T. Trigg, chairman of the "Save the Surface" campaign, spoke on business conditions. He declared that great inequalities exist in the readjusted prices of commodities; that selling takes first place in the new cycle of declining prices, and that increased individual and group advertising are important factors in getting business started.

Joseph H. Choate, jr., will speak on "The Dye Situation and Its Importance to the United States," at Thursday's session, and Eugene Merz, of Newark, chairman of the Tariff Committee, will read his report. Officers of the Association and members of the Board of Directors for the ensuing year will be elected on Thursday.

Atlantic City visitors are much interested in the motion picture film showing the potential market for paint and varnish, and an exhibit of 50 charts in color illustrating the "Save the Surface" campaign.

The soap section of the American Specialty Manufacturers' Association, which represents 90 per cent of the soap manufacturers of the country, has appointed a committee consisting of A. Campbell of the Globe Soap Co., St. Bernard, O., chairman, W. H. Raymond, of Armour and Co., Chicago, H. M. Thayer of the N. K. Fairbank Co., Chicago, to confer with soap chemists of the Bureau of Standards of the Departments of Commerce relative to the revision of soap specifications which are contained in Bureau of Standards Circular 62, issued in 1916.

The board of directors of the New England Shoe & Leather Association has adopted resolutions opposing the imposition of a tax on Newfoundland cod oil. The association takes the stand that cod oil is essentially a raw product and needs no protection and that it will unnecessarily raise the cost of leather and leather products.

Fire damaged the plant of the Trinity Cotton Oil Co., South Dallas, Tex., Oct. 11, causing loss of \$17,000.

The Procter & Gamble Distributing Co., has obtained a judgment for \$10,501 against Bertha Reiter.

## The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 883-884

### RHUBARB MOVES UPWARD SHARPLY

**Higher for Shipment—Ginger Again Advances—Quince Seed Scarce—Curacao Aloes Firmer—Nux Vomica Weakens in Competition—Lycopodium Soft**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Aloes, Curacao, 1/2 lb.	Ginger, Jamaica, 2c lb.
Burdock Root, 1c lb.	Quince Seed, 15c lb.
Cantharides, Chin. Pd., 5c lb.	Rhubarb Root, 5c lb.
Ergot, Spanish, 5c lb.	Sabadilla Seed, 1c lb.
	Saffron, Spanish, 25c lb.
Declined	
Cardamom Seed, Decort., 2c lb.	Storax, U.S.P., 10c lb.
Golden Seal Rt., Pd., 10c lb.	Sellingia Rt., 1/2 lb.
Lobelia Herb, 2c lb.	Stavesacre Seed, 2c lb.
Lycopodium, 25c lb.	Squaw Vine, 5c lb.
Nux Vomica, buttons, 1c lb.	Tar, Barbadoes, 50c gal.
Powdered, 1c lb.	Tragacanth, No. 1, 10c lb.
	Wax, Bees, Yellow, 1c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	\$2.21	\$2.21	\$2.21	\$4.45
Buchu Leaves, Short	1.00	1.00	1.00	3.30
Cantharides, Russian	2.25	2.25	2.00	2.75
Cocculus Indicus	.07 1/2	.07 1/2	.07 1/2	.22
Ergot, Spanish	1.20	1.15	1.20	2.75
Insect Powder, pure	.36	.36	.36	.65
Ipecac, Cartagena, powd.	1.65	1.65	1.65	3.25
Nux Vomica	.10	.11	.10	.14 1/2
Opium, gum	5.50	5.50	5.50	7.50
Rhubarb Root, H. D.	.35	.30	.28	.70
Tragacanth, No. 1, ribbon	2.95	3.05	3.25	4.50
Wild Cherry Bk. thin nat.	.09	.09	.09	.10
Average	1.35	1.34	1.37	2.19

Without question, all roads in the crude drug field point in the direction of increased firmness and the elimination of price shading. The liquidation of excess stocks has now reached a point where the holdings do not exceed the normal stocks of most botanicals, with reduced supplies of a number of items attracting the attention of consumers at higher prices. With more business coming in at the present time and the outlook much improved, sellers are not ready to meet consumers' ideas as to price, where these ideas have been based upon the condition of the market some two or three months ago. At the same time, buying is not general throughout the list except in a small way, such large lot purchasing as is noted being confined to the few active and more important items.

The advances this week have been quite numerous. Rhubarb stands out after a sharp jump in the price by holders, of whom there are said to be only three in this market. In spite of the talk of Russian ergot, spot goods appear firmer. Spanish saffron is up. Curacao aloes are firmer. Jamaica ginger continues to rise on spot. Quince seed are very scarce and higher. Sabadilla seed and burdock root have advanced. Lycopodium is weak and lower. Nux vomica has eased off somewhat. Lobelia herb is down. Decorticated cardamoms are cheaper. Squaw vine is lower. Stavesacre seed are off. Cheaper tragacanth is available.

#### Crude Drugs

**Cantharides**—Millers have boosted prices for powdered Chinese cantharides to 95c@1.00 a pound spot. Whole are unchanged at 80c. The Russian continue very firm without change at \$2.25 for whole and \$2.40 for powder.

**Ergot**—The position of ergot on spot appears to be somewhat firmer. Leading importers will do nothing under \$1.25 a pound although lots can be picked up

at \$1.20 here. Quoted last week for shipment from Hamburg at 91c c.i.f. not stating whether the goods were Spanish or Russian. The belief is well fixed here that little Russian ergot is available either in Russia or elsewhere. Quality of Hamburg offer reported very good.

**Lycopodium**—Cheaper offers for shipment continue to depress this market although actual spot goods are not in oversupply. Lower here at \$1.75 a pound up to \$2.00 as to quantity. Reported available for shipment at \$1.25 f.o.b.

**Nux Vomica**—Powdered has been reduced by millers to a basis of 15c a pound for U. S. P. in barrels. Whole buttons are also slightly easier and selling again at 10c@11c spot as to seller and quantity.

**Storax**—The U. S. P. is cheaper here at \$1.50 a pound.

**Tar**—Barbadoes tar has been cut to a basis of \$1.25 @ \$1.40 a gallon on spot.

#### Barks

**Cascara Sagrada**—New bark still holds firm at 11c a pound spot and is selling steadily in a small way at this level. For 1920 peel, 12c@13c is asked while older material runs up to 15c as to seller.

**Elm**—Sellers on spot are quoting 32c and 33c a pound for high grade slabs in bundles. Lots are available both here and in Philadelphia at 30c. Some of the 30c material is claimed to be of poor quality and not a competitive factor with the higher priced goods.

#### Beans

**Vanilla beans** are continuing very strong and firmly held at the recently advanced prices, \$5.50@\$6.50 for Mexican whole, \$4.75@\$5.25 for cuts, Bourbon at \$2.25, and Tahiti at \$1.75 a pound.

#### Berries

Cubebs are not in large supply on spot but still selling at \$1.00 a pound for XX and 90c for ordinary. Fish berries easy at 7 1/2c. Saw palmetto berries at 13c spot.

#### Flowers

**Chamomile**—The firm position of stocks holds prices steady at 21c a pound for spot Hungarian of good quality. Romans, when and where obtainable, at 22c unchanged. The crop in Belgium reported a complete failure. Old brown goods, probably from 1919 crop, offered for shipment at 25c c.i.f.

**Elder**—Quiet and in very limited demand here at 25c a pound for prime quality goods.

**Insect**—Demand for both flowers and powder has fallen off with the advent of cold weather. Powder pure at 36c a pound in barrels. Flowers on spot, Dalmatian at 24c@26c as to seller and quality.

**Saffron**—Spanish saffron in one pound tins is reported higher on spot at \$13.75 a pound. American firmly held at \$1.35 a pound without change.

#### Gums

Cheaper lots of No. 1 tragacanth ribbons are offered here at \$2.95@\$3.00 a pound in a small way. The position of Curacao aloes is firmer at 6 1/2c@7c a pound for spot cases. Asafetida dull and in limited demand at 30c for lump in cases and 60c for powdered. Shellac firmer at 65c for T. N.

#### Leaves and Herbs

**Buchu**—The buchu situation has been so interwoven with "commercial lies," propaganda, and other influences tending to move the price one way or the other, both



here and in Cape Town, that no two people in the trade have the same ideas. The spot price is apparently inside at \$1.05 for a single bale although it is indicated that a larger lot would command \$1.00. Less than bales \$1.10. For shipment, 85c c.i.f. is heard. The new crop is now being collected in South Africa and within a few weeks the annual stream of short crop reports will likely begin to make their way to this side of the Atlantic.

**Lobelia**—Lots of lobelia herb are again lower on the spot and now offered at 14c@15c a pound.

**Squaw Vine**—Prices are slightly cheaper here at 15c @16c a pound.

#### Roots

**Burdock**—Owing to higher primary market prices, some holders on spot have boosted prices for burdock root to an inside of 11c per pound.

**Gentian**—Continues dull at 8c spot. For shipment 6½c.

**Ginger**—Jamaica ginger has taken another jump upward this week and is now inside at 37c a pound for spot grinding root. From this, prices range up to 40c as to quality.

**Golden Seal**—Powdered is slightly cheaper here at \$4.00 a pound. Whole root at \$3.45 unchanged.

**Jalap**—Continues weak and under pressure at 13c@15c for U. S. P. whole. Powdered at 23c@25c. Demand stagnant.

**Rhubarb**—A sharp rise in the price of rhubarb root has brought spot quotations up to 35c a pound for whole in cases with less than case lots ranging to 40c. Powdered is quoted at 37c@40c, with the likelihood that the latter figure will soon be inside on spot. Reports from China indicate a crop about fifty per cent of last year. Tentative cables with no definite promise for shipment at 28c c.i.f. Rising tendency reported in primary markets. Only three holders of any quantity are reported on spot, all being very bullish in their ideas of the future.

**Sarsaparilla**—Firm and scarce on spot. Held at 42c @45c a pound as to quality.

**Stillingia**—Slightly easier on spot at 10c@10½c a pound.

#### Seeds and Spices

**Cardamom**—Decorticated seed slightly cheaper here at 36c a pound. Bleached as to quality at 90c up to \$1.10.

**Celery**—Quiet at 13½c@14c a pound spot.

**Cloves**—Zanzibars maintained at 29½c@30c a pound for spot bales.

**Quince**—Scarce and sharply higher at 90c@95c a pound spot.

**Sabadilla**—Firm on spot and held now at 11c inside for whole.

**Stavesacre**—Easier here at 23c for spot seed.

The Bureau of Internal Revenue, Treasury Department, has issued new regulations regarding the procedure to be followed by physicians in prescribing and dispensing narcotics in the treatment of disease without reference to the question of addiction, in the treatment of incurable diseases, and in the treatment of addicts.

Drugs, medicinal and pharmaceutical preparations were imported by Canada, during August, as follows: From Britain \$55,096; United States \$111,968; other countries \$23,363, total \$190,427. For August, 1920, the figures were—from Britain \$118,069; United States, \$143,834; other countries \$38,370, total \$300,273.

#### ASSOCIATION ADOPTS TRADE MARK

The American Pharmaceutical Manufacturers' Association has authorized the use of a trade mark which was adopted by the Association at the annual meeting at



Wonalancet, N. H., in June last. There are now more than fifty members and the scope of the Association has been enlarged to include manufacturers of drugs, pharmaceuticals and proprietaries for the medical profession. Several firms dealing in chemicals, chemical supplies and pharmaceutical machinery have taken out associate memberships. Informa-

tion regarding the terms of membership may be obtained from the president of the Association, Dr. C. H. Searle, 4611 Ravenswood Avenue, Chicago; R. Lincoln McNeil, 2351 North Reese Street, Philadelphia, or the secretary, Ralph R. Patch, Stoneham, Mass.

#### RETAILERS WITH \$50,000,000 BUYING POWER

The Federal Wholesale Druggists' Association was recently incorporated under the laws of Maryland, according to an announcement made at the convention held in Washington, D. C., last week. The deliberations conducted during the three days of the convention covered every phase of the co-operative movement. There was manifested throughout the proceedings a feeling of confidence that the movement would be strengthened and widened to take in many more of the pharmacists of the country than at present. About 9,000 retail druggists are said to be members.

R. E. Lee Williamson, president and manager of the Calvert Drug Co., Baltimore, gave an outline of the movement, declaring that the co-operative wholesale organizations of the country now included twenty per cent of the retailers and did a fifth of the wholesale business, amounting to \$50,000,000 annually. Mr. Williamson said that the co-operative movement had been forced upon the retailers by the activities of the chain and cut-price stores, and that it represented the one successful means whereby the retailer could fight encroachments upon his trade and hold his own. The co-operatives, he said, were a formidable factor in securing the retailer in those rights which he ought to have.

The Michigan Iron & Chemical Co., Consumers Building, Chicago, producers of acetic acid and wood alcohol at their plants at East Jordan and Boyne City, Mich., are distributing their products to textile and other consumers in the New England and Atlantic Seaboard states.

The Union of South Africa has adopted regulations governing the importation of narcotics to the effect that they can be imported only by a person registered under the laws as a physician, dentist, chemist or druggist, who must obtain a permit.

The Bandoeng Quinine Factory, Java, Dutch East Indies, recently celebrated its 25th year of active production.

Customs officers seized about \$100,000 worth of narcotics and liquors on the White Star liner Cretic, last week.

The Pinoleum Co., New York, has moved its offices and laboratory to 52 West 15th Street.

## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Pages 887-888

### SHARP RISE IN CEYLON CITRONELLA

Another Advance in Spot Technical Oil Cassia—Spear-mint Shows Further Weakness—White Japanese Camphor Oil Scarce—Makers Cut Coumarin

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Oil Cassia, Tech., 10c lb.	Oil Camphor, Jap. white, 3c lb.
Lead Free, 10c lb.	Oil Citronella, Ceylon, 3c lb.
U. S. P., Redist., 5c lb.	Oil Wormseed, 15c lb.
Declined	
Oil Fennel, U.S.P., 5c lb.	Oil Wintergreen, Birch, 25c lb.
Oil Peppermint, Nat'l, 10c lb.	Gaultheria, 50c lb.
Oil Spearmint, 25c lb.	Coumarin, makers, 10c lb.
Oil Vetiver, Bourb., 50c lb.	Imported, 10c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot	\$5.50	\$5.50	\$5.50	\$7.25
Oil Citronella, Ceylon	.37	.34	.32	.48
Oil Cloves	2.05	2.05	1.90	2.35
Oil Lemon	.75	.75	.75	1.10
Oil Peppermint, Natural	1.75	1.85	1.85	6.00
Oil Sandalwood, E. I.	6.75	6.75	6.50	11.00
Oil Sassafras, Artif.	.53	.53	.53	.70
Benzaldehyde, U.S.P.	1.25	1.25	1.50	.75
Coumarin	4.15	4.25	4.50	6.00
Methyl Salicylate	.32	.32	.35	.70
Vanillin	.50	.50	.50	.85
Average	2.22	2.22	2.20	3.92

During the week past, the essential oil group has just about duplicated the conduct of the week preceding. The strong items have continued to display strength, in some cases accompanied by sharp upward movements in price, while several products which have been under pressure throughout the last few weeks, have suffered further cuts. The steady broadening out in demand from consumers has given the spot market generally a far healthier aspect. As far as import cost is concerned, more shipment figures at higher levels are noted than the number which is quoted lower. The tendency of foreign markets is to rise at a rate exceeding the upward movement in spot prices here, this condition being aided to some extent by the recent strengthening of all foreign exchange rates with the exception of marks.

The outstanding features of the essential oil group this week have been the further sharp rise in oil cassia prices and the sudden boost in Ceylon citronella figures. The steadiness of clove oil at the recently advanced figures shows no change. Sandalwood is moving in better quantity and prices well maintained at slightly higher levels. Wormseed is very firm. Supplies of white camphor oil are greatly reduced on spot. Anise is firmer. Cheaper quotations are noted for peppermint and spearmint oils. Lower priced lots of Bourbon vetiver are offered here. Shading in birch and gaultheria is noticed with wide variance in quality.

#### Essential Oils

**Oil Anise**—For spot technical anise, the inside of 55c a pound is now best. Demand shows improvement. Import cost is higher at 47c c.i.f. U. S. P. lead free is unchanged at 60c a pound.

**Oil Bay**—Has firmed up on spot. Whether or not \$2.25 can still be done is a question. Some sellers are inside at \$2.50 a pound.

**Oil Bergamot**—The position remains steady without change in prices. Spot goods as to brand and seller

range from an inside at \$5.50 a pound up to \$6.00 a pound. Demand is at a standstill but spot holdings are in firm hands.

**Oil Birch Tar**—Held steady by one or two hands on spot. Crude is inside at \$2.00 a pound while rectified is quoted at \$2.90.

**Oil Camphor**—Supplies of spot white Japanese camphor oil are reduced and holders are naming higher prices. Demand is not large at this time. Quoted now at 30c a pound inside for cases. Safrol strong at 67c@70c a pound.

**Oil Cassia**—Another sharp jump in the price of spot technical oil cassia has brought the inside figures up to \$1.10 a pound while a number of holders are asking \$1.20 as best. Small lots are bringing \$1.25. Spot supplies are materially reduced by the recent difficulties in importing oil containing lead. Lead free inside at \$1.25. U. S. P. quoted higher at \$1.50 a pound ranging up to \$1.60 for smaller lots.

**Oil Citronella**—The steady demand of recent weeks has again reduced supplies here and higher prices are demanded by holders. The best figure heard before closing was 37c a pound for spot drums with the intimation that this would be 40c before long. Cans were quoted all the way from 38c up to 42c according to the source of the figure. Java oil higher in one quarter at 68c while 62c was still quoted elsewhere.

**Oil Cloves**—No further advance in the price of clove oil has been noted this week. Distillers are holding at \$2.05 a pound inside for cans while smaller lots command up to \$2.25. Demand continues steady. In one quarter, it was intimated that the rise in clove oil had been a trifle too rapid to be permanent. This however, is evidently not borne out by the spice which has risen from 16c to 30c within a couple of months while the oil has gone from \$1.25 to \$2.05, a movement which does not appear to be out of proportion by any means.

**Oil Eucalyptus**—The spot position of eucalyptus has eased off slightly during the past ten days although with cold weather coming on, this does not appear logical. Competition is keen for new business. Prices as openly quoted are still 48c a pound and no sellers would admit having done 45c.

**Oil Fennel**—Slightly cheaper here at \$1.70@\$1.80 a pound for U. S. P.

**Oil Lavender**—Continues weak and unsupported by consumer demand. Price shading is in order. Generally named at \$4.00 a pound up to \$4.50 for spot U. S. P. oil. Spike oil stagnant with cheaper lots offered. Quoted generally at \$1.00 spot with intimations that 90c might be done for some goods, quality unknown.

**Oil Lemon**—Buying for import is reported to have taken a boost during the week or so past. Prices for shipment are lower and the stimulus for the purchasing from abroad. Quoted on spot without change at 75c up to 85c a pound as to brand and quantity.

**Oil Linaloe**—Named here at \$2.45@\$2.50 a pound with some limited buying.

**Oil Orange**—Continues soft with prices, especially for West Indian, under pressure. Sicilian slightly cheaper for shipment. Offers of West Indian oil on spot are generally quoted at \$2.00 a pound with \$1.90 likely on firm business. Sicilian held unchanged at \$2.75 a pound. Demand very light.

**Oil Peppermint**—With quotations of \$1.75 a pound heard here for natural oil, the situation appears slightly easier. As to brand and seller, quotations range to \$1.85 and \$2.00 a pound. Demand continues steady but buying in a large way is limited. Competition for the big consumer business is reported keen. U. S. P. unchanged at \$2.10@2.25 a pound.

**Oil Sandalwood**—Buying is reported improved. Prices maintain their strength at the recent rise. Generally quoted at \$6.75 a pound for U. S. P. East Indian although some might be picked up at \$6.65.

**Oil Spearmint**—If anything, oil spearmint is weaker. At any rate the weakness of several weeks past continues. Lower prices are noted for spot goods, \$2.75 a pound now being available although some sellers are still adhering to \$3.00. Demand is at a standstill.

**Oil Vetiver**—Cheaper lots of Bourbon vetiver are available on the spot at \$5.50 a pound ranging all the way to \$7.00 as to quality.

**Oil Wintergreen**—Birch is again easier at \$2.25@2.50 a pound and gaultheria at \$4.25@4.75. Of course, variable qualities are noted as to price.

**Oil Wormseed**—Held at \$3.40 a pound inside ranging to \$3.50. Demand is quiet. Position well maintained by holders both here and in country.

#### Aromatic Chemicals

**Benzaldehyde**—Competition keen. U. S. P. unchanged at \$1.25 a pound while f.f.c. is held at \$1.75.

**Coumarin**—Leading makers have cut again and \$4.15 a pound is now generally named. Imported material is offered on spot at \$4.00. Demand is steady but competition very keen.

**Menthol**—Leading holders here report higher figures for spot menthol at \$4.75 a pound for cases and \$4.85 for less.

**Methyl Salicylate**—Moving steadily at 30c for resale lots. Makers at 32c a pound for 50 pound cans.

**Vanillin**—Consumers buying steadily and mostly in large lots. The strong position of clove oil is evidently a stimulus. Strong at 50c an ounce in thousand ounce lots.

The Treasury Department has made an allowance of drawback on natural and synthetic oils, compounds and aromatic chemicals manufactured by Fritzsche Bros. Inc., of New York City, or for their account by the Clifton Chemical Laboratories of Passaic, N. J., with the use of imported essential oils, synthetic flower oils, and aromatic chemical preparations, by filtering, combining, blending, rectifying, distilling or similar processes.

Perfumery, cosmetics and toilet preparations imported by Canada during August, were valued as follows: From Britain \$4,850; United States \$38,391; other countries \$23,349; total \$66,590; as compared with imports in August, 1920, from Britain \$11,525; United States \$58,161; other countries \$141,625; total \$211,311. Total imports of soap were \$127,332, of which \$111,553 came from the United States; compared with total imports August of 1920 of \$93,487, and American imports \$86,845.

The fixtures and contents of the building occupied by A. Bourjois & Co., 35 West 34th Street, New York, damaged by fire Oct. 15, were insured for \$100,000. The company manufactures perfumeries and brushes.

The relief fund for the war widows and orphans of Grasse, raised by Ungerer & Co., is now more than 14,000 francs, and 12,272 francs have been forwarded to "La Revue de Grasse."

#### SPECULATORS CONTROL ITALIAN OILS

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Milan, Italy, Oct. 15—The situation in the lemon essence market would at first sight seem rather obscure on account of the fluctuations which have rapidly taken place from one month to another. The fluctuations noted in this market, like those of the markets of other essences, are due to the inefficiency of the essence producers who are still at the mercy of speculators. Foreign buyers are in doubt in the face of such sudden price changes and prefer to await developments. The price of calcium citrate has not been fixed; and rumors, according to which the price is approximately this or that, are not to be believed. If the new price of citrate shows a reduction there is no doubt that the reduction will be reflected in the price of essence.

The exports from Messina during September were equal to those of the last month, about 17,000 kilos. The following are the quotations:

Sept.	Lire	Sept.	Lire	Sept.	Lire
1	10	14	9.00	22	8.50
5	9.50	16	8.50	26	8.75
7	9.50	19	8.50	27	8.75
11	9.00				

The market for oil of sweet orange has not been maintained. From 47 lire per pound the decline has been progressive to 41 lire. The exports from Messina were about 4,000 kilos. The following are the quotations:

Sept.	Lire	Sept.	Lire	Sept.	Lire
1	46.00	14	45.00	22	42.00
5	47.00	16	42.50	26	45.00
7	47.00	19	45.00	27	41.00
11	45.00				

The market for bitter orange is well sustained. The price has advanced from 43 lire per pound to 49.50 lire. The price of the bitter orange essence is higher than for sweet orange. Here are the prices:

Sept.	Lire	Sept.	Lire	Sept.	Lire
1	42.00	14	45.00	22	50.00
5	47.00	16	50.00	26	50.00
7	47.00	19	50.00	27	50.00
11	47.00			29	46.00

Bergamot was a rather weak market with few sales. Sellers' offers do not find buyers prepared to purchase at the current prices. The exports from Messina were 5,500 kilos, exceeding by 75 per cent those of last month. The following are the quotations:

Sept.	Lire	Sept.	Lire	Sept.	Lire
1	72.00	14	69.00	22	70.00
5	72.00	16	70.00	26	72.00
7	71.00	19	72.50	27	69.00
11	69.00				

The Dominican lime crop for 1919 amounted to 401,923 barrels of fruit, an increase of 83,000 barrels over the output of 1918, and the largest for several years past. Exports of lime products from Dominica in 1919 were as follows: Concentrated lime juice, 166,718 gallons; raw juice, 298,312 gallons; citrate of lime, 6,772 hundredweight; essential oil, 67,787 pounds; hand pressed, 16,964 pounds. The total value of lime products exported in 1919 was £196,401.

The 38th annual convention of the Association of Official Agricultural Chemists opened at the Washington Hotel, Washington, D. C., on Tuesday of this week. In addition to the main section of the association, meetings were also held of the special drug section. These latter meetings were held simultaneously with the main section but in separate rooms.

## The Consuming Industries

### NEW ENGLAND WORSTED AND WOOLEN SPINDLES RUNNING NEAR CAPACITY

**Carpet and Rug Industry Lags Behind Cloth Trade—Market for Wool Firm With Upward Tendency In Price of Raw Product—Fabric Manufacturers Have Cut Prices as Low as Possible Considering Costs of Production**

(Special to DRUG AND CHEMICAL MARKETS)

Boston, Oct. 26—The recent opening of spring lines of dress goods at practically unchanged prices helps to restore confidence throughout the trade as indicating that fabric manufacturers have cut prices as far as they can with manufacturing costs at present levels, says the Merchants National Bank in a summary of the woolen and worsted industry.

"The market for wool has been very firm during the past month, with an upward tendency particularly noticeable on the medium and low descriptions. The recent Government auctions recorded advances of 5 per cent to 10 per cent over the previous Government sales, buying competition being general and withdrawals negligible. The Liverpool Colonial auctions in September showed advances of 5 per cent to 10 per cent over the close of the previous London series. Sales at Antwerp showed advances of 25 per cent to 30 per cent over the prices established in the previous sales last June. The latest London sales opened with prices firm all along the line, merinos and fine crossbreds being up 10 per cent from the previous closing.

"The latest statistical records of wool consumption and activity of machinery, referring to August, show that manufacturing operations in this country held up remarkably well during the summer. Consumption of wool in August was 58,300,000 pounds, grease equivalent, which was nearly equal to that in June, when the largest monthly consumption during the current period of activity was reported. The maximum monthly consumption during the 1919-1920 boom was 72,700,000 pounds, this being in January, 1920. The minimum consumption in the recent depression was only 24,372,000 pounds, in December, 1920.

"The statistics of machinery activity for August were featured by a sharp gain in the operations of carpet and rug looms. During August the looms were reported as running at 57.4 per cent of normal, compared with only 42.1 per cent in July. The carpet and rug division of the industry has been lagging far behind the woolen and worsted cloth section during the current recovery. Both wide and narrow cloth looms were slightly less active during August than in July. Worsted spindles ran very much nearer capacity than woolen spindles, the former being operated at 88.5 per cent and the latter only 78.8 per cent of normal. On the whole the industry ran between 80 per cent and 90 per cent of normal."

### URGES TANNERS TO SELL ABROAD

The question for each tanner and shoe manufacturer to decide for himself is whether he will begin at once to solicit for export trade or wait until he is forced to do it by the inexorable logic of events, says the "Shoe and Leather Reporter." Foreign buyers are neither better nor worse than a similar number of home customers, but unfortunately the average exporter does not apply the same rules to one as to the other.

The convention of the Amalgamated Textile Workers of America at its session in New York, unanimously went on record in favor of one powerful industrial union for all textile and needle trade workers in this country. The union, which already has launched a movement to amalgamate the independent textile unions of the country into one organization to be known as the Federated Textile Unions of America, will now work to bring about also the formation of an alliance which will include the workers in the men's and women's clothing industry.

### New Consuming Companies

J. H. Overton Products Co., of California. Hayward, Cal., capital \$10,000. To manufacture paints, washing powders and soaps. Ed. I. Hale, J. H. Weseman and N. E. Clemens.

North American Polish Co., Los Angeles, Cal., capital \$5,000. To manufacture shoe polishes. H. C. Scott, L. H. Scott, S. P. Dorsey, B. B. Dorsey and W. B. French.

Green Lawn Fertilizer Sprayer Co., Los Angeles, Cal., capital \$100,000. H. Jackson, C. L. Ross and John F. Keogh.

Lifelong Paint Co., Seattle, Wash., capital \$50,000. F. W. Mueller, C. H. Castrop and N. Castrop.

Weck Distributing Co., Wilmington, Del., capital \$150,000. To manufacture drugs. Frank O. Smith, Armin Krebe, Washington, D. C.; C. L. MacDonald, Philadelphia. Incorporated by the Capital Trust Co. of Delaware.

Mishkin Drug Stores, Manhattan, capital \$10,000. L. D. and J. Mishkin. Attorney, S. Honig, 799 Broadway.

A. S. Katzman, Manhattan, capital \$5,000. Medicines. G. Lehman, I. Shorr. Attorney, J. R. Brodsky, 799 Broadway.

New England Cleaning and Dyeing Plant, Dover, Del., capital \$100,000. William Lyons, Budd O. Walls, Howard A. Nichols, Richard Haines, Philadelphia. Attorney, Leon Fisher, Wilmington.

Edington & Co., Boston, Mass., capital \$2,000,000. To manufacture woollens, tops, yarns and worsteds at Charleston, W. Va. Wm. M. Wood, Jr., president; Wheaton Kiltredge, secretary.

McKinnon-Ross Cotton Mfg. Co., Jackson Springs, N. C., capital \$50,000. To manufacture cotton goods. A. J. McKinnon and associates.

Gulf Fruit and Packing Co., Bartow, Fla., capital \$100,000. Walter McNeil, president; V. H. Miller, vice-president and secretary; M. E. James, treasurer.

Tas-Te Fruit and Canning Co., Romney, W. Va., capital \$100,000. Paul P. Fredericks, Walter H. Bloomer, Sr., Robert E. Ash, Paterson, N. J.

Saxon Silk Mills, 437 Hamilton ave., Paterson, N. J., capital \$100,000. To manufacture silk.

Milo Textile Mills, Milo, Maine, capital \$200,000. To manufacture woollens and worsteds.

Dorchester Hospital, Inc., Boston, capital \$100,000. Surgical and maternity hospital.

Eckerd Drug & Notions Co., Jamestown, N. Y., capital \$100,000. J. E. and B. S. Eckerd, R. E. Anderson. Attorney, J. D. Curtiss, Jamestown.

Stenno Carbon Paper Co., Salem, O., capital \$150,000. To make carbon and waxed papers. F. E. Thompson, C. K. Bland, F. H. Drake, Portland, Ore.

J. Titley Drug Co., Brookline, Mass., capital \$50,000. Finrose Co., Manhattan, capital \$10,000. Drugs and chemicals. H. Rosenberg, D. Finkelstein. Attorney, M. Finkelstein, 1800 7th ave.

Johnson Silk Mfg. Co., Pittsburgh, capital \$100,000. International Spurr Veneer Co., Boston, capital \$100,000.

R. I. Crucible Steel Co., Inc., Providence, R. I. capital \$100,000. General foundry business.

The Geographic Film Co., Cincinnati, capital \$100,000. Peerless Yarn Co., Paterson, N. J., capital \$100,000. Cecil Marks, Anna Nussman, Gene Bloom, Paterson.

National Chemical Co., Dover, Del., capital \$1,000,000. Furniture polish and paints. Incorporated by the U. S. Corporation Co., Dover.

Keystone Drug Co., Dover, Del., capital \$500,000. J. E. Shaner, Pittsburgh, Pa.; P. K. Shaner, D. D. Sturgeon, Greensburg, Pa. Incorporated by the Corporation Guarantee and Trust Co.

Gary Paint Co., Gary, Ind., capital \$10,000. To manufacture paints, oils and varnishes. Edward Jacob, C. W. Stilwell and W. A. Elliott, Gary.

George H. Clark & Co., Worcester, Mass., capital \$32,000. To manufacture paints and oils. George A. Clark, president; Harry A. Clark, 25 West st., treasurer.

**Designations**—Jungmann & Co., incorporated under laws of Delaware, drugs and chemicals, 300 shares common stock, no par value. Representative, P. Guetschow, 150 Nassau st., New York.



**LEATHER TRADE IMPROVING, SAYS BANK**

The general productive equipment in the leather and shoe industries has been increased over the last 20 years and establishments for the manufacture of leather and shoes have been geared to produce almost 50 per cent. more than they produced in 1899, says the "Chemical Bulletin," published by the Chemical National Bank, New York, but the purchasing power of the domestic market has been seriously diminished by the depression of the last eighteen months. There are signs of recovery in both fields, however. Leather production, with the exception of certain types, has increased since January, 1921. The increase has been gradual, with a slight recession in July, but reports from trade sources indicate that the improvement is continuing.

It has come to the notice of the Insecticide and Fungicide Board of the Department of Agriculture that certain manufacturers are placing on the market nest eggs composed of naphthalene, which are sold under such names as "Lice Exterminating Nest Eggs," "Lice Killing Nest Eggs," "Medicated Nest Eggs," etc., and the claim is either made or implied on the label or in advertising literature that these eggs, when used as nest eggs will be effective in killing or repelling the lice and mites that infest the poultry using nests in which such eggs are placed. The entomologists of the board have thoroughly tested nest eggs of the above-mentioned type and have found that they are not effective remedies against the lice and mites infesting poultry, and that they are very injurious to the fowls.

The Federal Trade Commission has issued a formal complaint against the Union Soap Co., of Indianapolis, Ind. The complaint charges misrepresentation as to price and brand names. The company is alleged to market its products under various misleading and fanciful brand names among which are "Olive Cream Castile," "Cucumber Cream," "Almond Cream," "Hot Springs Mineral," although all the soaps are made of the same ingredients, except for a slight variation in coloring mater and perfume. The ingredients used by respondent in these soaps are water, 33 per cent, coconut oil, 15 per cent, caustic lye, 25 per cent, silica, 7 per cent, filler, 20 per cent.

Earl D. Babst, president of the American Sugar Refining Co., announces that the company will pay the regular dividend on the preferred stock for the current quarter. He said that the company would do no financing at the present time; that if financing is done in the early future it will be merely a consolidation and funding of the company's floating indebtedness.

The Durham Hosiery Mills, Durham, N. C., have received a Government order for cotton hose, involving \$300,000.

The Hoover Hosiery Co., Concord, N. C., is installing additional dyeing machinery for silk.

**Buyers' Meetings**

The National Association of Cotton Manufacturers will hold its annual meeting, Nov. 2 and 3, in Boston. An amendment to the constitution is to be presented providing for the admission of persons engaged in the bleaching, dyeing, finishing and distribution of cotton products.

The Textile Exhibitors Association will meet in Boston, Oct. 31 to Nov. 5, during the Textile Machinery Exposition.

**Trade Tips for Sellers**

The Colonial Woolen Mills, of Cleveland, O., has increased its capital from \$750,000 to \$1,000,000.

The Gaffney Manufacturing Co., Gaffney, S. C., is to install 250 looms and 13,000 spindles for print cloths.

The Nicholas Underwear Co., of Bridgeport, Conn., will build a new three story factory building, 40x100 feet.

The Roberdel Manufacturing Co., Rockingham, N. C., is installing 12,000 spindles for plaids and ginghams, increasing the capacity to 26,500 spindles.

The total profit and loss surplus of the American Window Glass Co., Aug. 31, 1921, was \$7,326,047, compared with \$6,974,800 at the close of the previous fiscal year.

The American Woodpulp Corp., 347 Madison Ave., New York, has appointed Linder & Meyer, 89 State Street, Boston, as sales agents for chemicals in New England.

The Southern Bottle Manufacturing Co., Tampa, Fla., has begun operations with authorized capital of \$150,000. The products are soda-pop bottles, jelly glasses, milk bottles and druggists' ware.

National Ginners' Association puts the ginning for the period at 2,400,000 bales; total to October 18, 5,300,000 bales, against 5,754,582 bales in the same time last year and 4,929,000 the year before.

The Washington street blanket mill of the Palmer Brothers Co., New London, Conn., which has been closed for nearly a year, opened last week to take care of rush orders which the company's mills in Norwich could not handle.

Material advances amounting to an average of 25 per cent over the prices obtained at the annual fall fur sale last month were paid by buyers last week at an auction held in the warehouse of the New York Fur Auction Sales Corporation.

Marshall Field & Co., Chicago, in their weekly review of the wholesale dry goods trade, say: "Current wholesale distribution of dry goods exceeded last week and ran far ahead of the corresponding period of last year. Business booked by our salesmen on the road has gained steadily since Oct. 1 and is now several times larger than for the same week of October, 1920.

A survey of Paterson, N. J., industries completed Oct. 15 by the plan and scope committee of the Associated Industries of Paterson, a report of which has just been issued by Secretary Albert Wyman, shows that the silk industry had 12,225 spindles idle out of a total of 16,866 surveyed in broad silk, ribbons, hat bands, and labels. The number of unemployed was placed at 8,416 on October 15.

**TANNING TRADE REPORTS IMPROVEMENT**

Chicago, Oct. 26—A favorable outlook for the tanning trade, coupled with a warning against speculation, was expressed by Harry I. Thayer of Boston, president of the Tanners' Council of the United States, at the annual meeting held here, last week. "I believe," he said, "that the leather business for the remainder of 1921 will show continued improvement. There is already evidence of more demand for medium and lower grade shoes. This will stimulate greater production and have a stabilizing effect upon the industry. However, great care must be used in every detail of production, speculation must not be indulged in, and every effort must be made to stabilize business."

## The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Page 890

### BERGAMOT AND LEMON OILS LOWER

**Markets Unsettled in London—Mercury Higher Owing to Advance In Italy—Vanillin Also Advanced—Acetanilid, Citric and Tartaric Acids Easier—Firmers Quotations on Guaiacol Carbonate and Salol**

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Oct. 26—The fine chemical and crude drug markets are unsettled, owing to the situation in Germany. Mercury is higher owing to advances made in Italy. Vanillin also has advanced. The market is firmer on clove oil, eucalyptus, guaiacol carbonate and salol.

Easier conditions prevail in acetanilid, citric acid, cream tartar, dill seed, phenacetin, potassium bromide and tartaric acid.

Lower prices are announced on bergamot oil, lemon oil, linseed oil, lycopodium and turpentine.

London, Oct. 15—(By Mail)—The recent buying movement which started with the introduction of the Safeguarding of Industries Bill has quietened down especially as regards fine chemicals. London stocks, after a considerable period of liquidation, have got into narrower limits and it is more than probable that values will now be maintained and the upward movement renewed. Buyers generally are restricting their purchases from abroad owing to the 33½ per cent newly imposed import duty. There are many products in the schedule of the act which will have to be removed and this again gives rise to further hesitation on the part of buyers. There are few changes of importance to report. Crude drugs move very slowly and most heavy chemicals are easier.

Citric acid is in fairly good demand owing to the continuation of the warm weather and is firm at about 2s 6d per lb.

Camphor—A large business has been put through in synthetic camphor flowers and stocks have been materially reduced. Japanese refined 2½ lb. slabs now cost 3s 11d and Chinese slabs 3s 10d. The forward quotation of both grades being about 2d per lb. less c.i.f. London.

Cod Liver Oil—Bergen reports by mail state that the market is very firm with the probability of an early advance. The price today for finest steam refined is round about 100s per barrel c.i.f. London.

Menthol is higher on the week, the best brands costing 25s per lb.

Acetanilid—A good deal of old stock has changed hands of late at improving prices; today 1s 5d to 1s 6d per lb is wanted for barrel lots.

Bromides are steadier. Ammon 1s per lb, Potash 9d per lb, Sodium 11d per lb.

Hexamine has been in frequent request at 4s 3d to 4s 6d per lb.

Sugar of Milk is quite a good market and tending upwards. Today's price is about 150s and we hear of a parcel about to be landed from the U. S. A. which is likely to be chargeable with the new duty. This will probably prove a test of what the authorities intend doing in the way of modifying the operation of the Act.

Balsam Peru is firm at 8s per lb. Tolu quiet at 1s 6d to 1s 8d per lb as to quality.

FOREIGN EXCHANGE		Par	Current
Great Britain (pound sterling)		\$4.866	\$3.946
France (franc)		.193	.072
Italy (lira)		.193	.039
Germany (mark) per hundred		23.80	.598
Czechoslovakia (crown) per hundred		20.30	1.06
Poland (mark) per hundred		23.80	2.75
Austria (crown) per hundred		20.30	5.75
Japan (yen)		.499	.476
Spain (peseta)		.193	.134
Holland (guilder)		.402	.342
Belgium (franc)		.198	.072
Switzerland (franc)		.198	.184
Norway (crown)		.268	.134
Sweden (crown)		.268	.231
Denmark (crown)		.268	.192
Argentina (peso)		.424	.323
Brazil (milreis)		.279	.129
China (Silver dollars—Hongkong)		.789	.560
(Tael—Shanghai, silver)		1.082	.796
(Tael—Peking, silver)		1.156	.883
Russia—(100 rubles)		51.50	.150

### JAPAN TO MEET AMERICAN COMPETITION

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Osaka, Japan, Oct. 1—The agreement between a leading Japanese chemical fertilizer company and the Brunner-Mond Co., by which the Japanese company will receive material for use in the manufacture of caustic soda and will be privileged to use the Le Blanc process, was brought about because of the competition of American caustic soda. In spite of protection, the Japanese producers have been unable to hold the caustic soda market either before the war against British goods, nor since the war against American products which have been priced lower even than British caustic soda. The plan now, apparently, is to combine certain advantages which British producers have with certain advantages which local manufacture gives in an effort to meet the low prices made by American firms. Goods from the United States are now quoted at 12 yen a cwt., while it is anticipated that Japanese firms under the recent arrangement will reduce their costs to 9 yen a cwt.

The Japanese company will manufacture about 500 drums of caustic soda a month. The company has come to an understanding with the Kanto Oxygen Co., regarding market territory in order to reduce the competition. The Kanto company has just entered into an agreement with another English company similar to the arrangement between the Japanese chemical fertilizer company and Brunner-Mond.

The Synthetic Ammonia and Nitrates Co. (Ltd.), a new organization formed under the auspices of the Brunner-Mond Co., chemical manufacturers of Northwich, Cheshire, has begun the laying out of new works near Middlesbrough on the Tees. The area occupied will cover about 850 acres of land, with a water frontage of about 1,650 linear feet.

America and Japan are the principal buyers of Chinese soya beans available for export. In 1918 Japan took 77 per cent, American and European markets 7 per cent, and 16 per cent was distributed among Chinese provinces. Manchuria exports a million tons of bean cake. Soya bean oil exports are about 400,000 tons.

The Chemische Gesellschaft in Berne has decided to reduce the capital stock from 800,000 to 400,000 francs, and subsequently to liquidate the company.

## THE WORLD'S RESOURCES FOR NITROGEN

The British Department of Scientific and Industrial Research has issued a pamphlet on the world resources for nitrogen products in which appears a table giving the capacity of the nitrogen fixation plants of the world as follows:

Nitrogen fixation plants		
Processes and countries.	Plants.	Capacity Metric tons
Arc process:		
Germany .....	2	4,000
France .....	2	1,300
Norway and Sweden .....	3	30,000
Italy .....	2	1,200
Canada .....	1	800
United States .....	1	300
Switzerland .....	1	700
Total .....	12	38,300
Cyanamide process:		
Germany .....	7	120,000
Austria .....	2	22,000
France .....	9	58,000
Norway and Sweden .....	3	28,000
Italy .....	5	18,000
Switzerland .....	3	7,000
Canada .....	1	12,000
Japan .....	4	20,000
United States .....	1	40,000
Total .....	35	325,000
Synthetic ammonia process:		
Germany .....	2	300,000
United States .....	1	8,000
Total .....	3	308,000
Grand Total .....	50	671,300

Montreal advices say that the Kipawa plant of the Riordon Co., Ltd., now in the hands of a trustee, will resume operations. The first shipment of sulfite pulp will be made about Nov. 1 and full capacity operation is promised. Gordon W. Scott, Trustee, has called a meeting of all creditors for Nov. 17, when the company will ask further extension of claims for a year. With the Kipawa mill running, efforts will probably be made by American creditors to have the Hoxbury plant also re-opened.

### Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

159—A banking corporation in Czechoslovakia desires to secure agencies for the sale of large quantities of mineral and vegetable oils. Quotations should be given c. i. f. Hamburg. Terms: Cash against documents. Reference.

166—A merchant in Chile desires to secure an agency for the sale of drugs and patent medicines. Correspondence should be in Spanish. Reference.

168—A manufacturer in Ecuador desires to purchase one or more oil presses for the extraction of oil from castor beans. Catalogues with prices are requested.

174—A merchant in Sweden desires to purchase highest grade fore-pressed rough glass for cutting, for such articles as bowls, vases, plates, etc. Quotations should be given f. o. b. New York. Payment, cash against documents. Reference.

183—An inquiry has been received from Czechoslovakia for the purchase of turpentine and rosin. Quotations should be given c. i. f. Bremen and Hamburg. Reference.

195—A firm having branches in the principal cities of France desires to secure an agency for the sale of chemical products. Quotations should be given c. i. f. French ports. References.

## FAR EAST A HEAVY BUYER IN HAMBURG

Hamburg, Oct. 15—Buying activity in the Hamburg chemical market left nothing to be desired during the last fortnight and the export business in particular was brisk. Demand in some departments outstripped supplies at times and was responsible for sensational price jumps.

The Far East is a heavy buyer of practically all kinds of chemicals. India, China and Japan are displaying an unusual buying activity and I learn that Japanese buyers have lately closed for large shipments. There is very little bargaining on prices and one gains the impression that buyers are determined to get stocks at almost any price. Factories are at their wits end how to cope with the influx of orders and in many cases deliveries cannot be made before February. On the whole, however, the industry seems averse to accepting long term deliveries owing to the uncertainty of the future trend and many cases are on record of works quoting fancy prices with a view of turning off undesirable customers.

The heaviest demand, with prices soaring, during the week was for chrome alum, caustic potash, and sal ammoniac. For the latter up to 13.50 marks were paid for fine crystals 98-100 per cent. Caustic soda was much inquired for and so was oxalic acid of which large quantities have been shipped abroad. For the latter, manufacturers quoted 22 marks per kilo, as compared with a domestic price of 16.50 marks. In the pharmaceutical market, acetylsalicylic acid met with a brisk demand and was quoted at 99 marks for export. A large volume of business was also done in aspirin and iodides.

Following are quotations during the past week, per kilo:

	Marks
Potassium bromide .....	26
Phenacetin .....	215
Antifebrin .....	46
Salicylic acid .....	47
Aspirin, in glass tubes (per tube).....	15
Hexamethylenetetramine .....	114
Salol .....	89
Zinc white .....	14
Silver nitrate .....	1580
Sodium cyanide, 120 per cent .....	28
Caustic potash .....	11
Formaldehyde, 30 per cent .....	22
Sulfur, powdered .....	4.60
Tartaric acid, cryst. ....	43
Formic acid, 50 per cent .....	6.50
Acetic acid, 80 per cent .....	11.50

A meeting was held at the offices of Geo. Wehry in London, recently, in connection with the possible liquidation of the Java cocaine factory. The firm is unwilling to continue the direction of the Java cocaine factory, as several trials failed to yield results. The shareholders of the factory are not inclined to proceed to a liquidation, and it was decided to choose another directorate.

"The Rise of Cotton Mills in the South" is a survey by Broadus Mitchell, Ph.D., of Johns Hopkins University, just published through the Johns Hopkins Press. Besides graphically telling the story of a great epoch in cotton textile history, it provides an abundant store of information. In collecting the data for this work, Dr. Mitchell personally interviewed many of the men who were closely connected with the founding of the Southern cotton mill industry.



# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

## EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when secondhands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

## WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)	= 1.20 Amer. Gallons
1 American Gallon	= .833 Imperial Gallon
1 American Gallon	= 3.79 liters
1 Liter	= .264 American Gallon
1 American Gallon (H <sub>2</sub> O)	weighs 8.35 pounds
1 Pound (Avoirdupois)	weighs .454 Kilogram
1 Kilogram	weighs 2.20 pounds (Avoirdupois)

## Acids

Acetic, See Heavy Chemicals	
Acetyl-salicylic	.56 — .58
Benzoic, U.S.P.	.63 — .80
Boric cryst., bbls.	.1234 — .14
Powdered, bbls.	.1234 — .14
Butyric Tech., 98 p.c.	. — .90
Camphoric	4.27 — 4.50
Carbolic cryst., U.S.P., drs.	.10 — .16
1-lb. bottle	. — .27
5-lb. bottle	. — .23
50 to 110-lb. tins.	. — .19
Liquid, U.S.P., 1 lb. bot.	. — .26
Crude, 25 p.c.	.30 — .35
Chromic, 98 p.c.	. — .45
Chrysophanic	.1.70 — 1.90
Cinnamic, See Aromatic Chemicals	
Citric, crystals, bbls.	. — .47
Powdered	. — .48
Imported, kegs	.45 — .46
Cresylic, 95-100 p.c., See Coal-tar Crudes	
Formic, 75 p.c., tech.	.15 — .16
Galic, U.S.P., bulk.	.80 — .90
Glycerophosphoric, 25 p.c.	1.65 — 1.75
Hydrobromic, 40 p.c., pure.	. — .40
Hydrochloric, C.P., carboys.	.07 — .08
Hydroiodic, sp. g. 1.150.	. — .20
Hydrofluoric, see Heavy Chemicals	
Hypophosphorous, 50 p.c.	1.65 — 1.70
U.S.P., 10 p.c.	. — .37
Lactic, U.S.P., VIII.	.55 — .60
U.S.P., IX	.65 — .70
Molybdic, C.P.	. — 3.00
Muriatic, see Heavy Chemicals	
Nitric, C.P.	.09 — .10
Nitro Muriatic	.10 — .13
Oxalic, cryst., bbls.	.24 — .26
Picric, kegs, see Intermediates	
Phosphoric, 85-88 p.c., syr. U.S.P.	.20 — .21
50 p.c., tech.	.12 — .17
Pyrogallic, resublimated	. — 1.75
Crystals, bottles	. — 1.35
Salicylic, U.S.P.	.80 — .22
Second Hands	. — .29
Sulfuric, C.P.	.07 — .08
Sulfurous (6-7 p.c.)	.05 — .06
Tannic, U.S.P.	.75 — .85
Tartaric, Crystals, U.S.P.	. — .35
Powdered, U.S.P.	. — .35
Imported U.S.P., Cryst.	.27 — .28
Powdered	.27 — .29

## Fine Chemicals

Acetanilid, C.P., bbl. blk.	.29 — .33
Acetone, C. P.	.12 1/4 — .13 1/4
Acetphenetidin	. — 1.65
Aconitine, Alkaloid, cryst.	. — 23.00
Amorphous	. — 16.00
Adeps Lanac, See Lanolin	
Albumen, Egg, edible	. — .60
Alcohol, 190 proof, U.S.P.	. — 4.70
Cologne Spirit, 190 proof, gal.	. — 4.75
Second Hands, U.S.P.	. — 4.65
For Export, U.S.P.	.45 — .47
Wood ref., 95 p.c.	.70 — .74
97 p.c.	.72 — .75
Pure	1.00 — 1.20
Second Hands, 95-97 p.c.	. — .67
Denatured Complete	.40 — .42
Butyl	.23 3/4 — .28 3/4
Iso-propyl, bbls.	. — 2.50
Aloin, U.S.P., powd.	.90 — .92 1/2
Amidopyrine	4.75 — 5.25
Ammonium, Acetate, cryst.	.37 — .40
Benzoate, cryst., U.S.P.	.95 — 1.00
Bichromate, C. P.	.65 — .70
Bromide, gran., bulk.	. — .28
Imported	. — .30
Carb. Dom., U.S.P., kegs.	.13 — .14
Chloride, U.S.P.	.19 — .20
Hypophosphite	1.35 — 1.40
Ichthyolate (as to brand)	1.00 — 3.00
Iodide	. — 4.30
Nitrate, C. P.	. — .40
Oxalate, Pure	.45 — .55
Phosphate (Dibasic)	.40 — .42
Monobasic	.18 — .20
Salicylate, U.S.P.	.60 — .65
Water, (See Heavy Chemicals)	
Amyl Acetate, bulk, drums, gal.	2.15 — 2.25
Antimony Chlor. (Sol. butter of Antimony)	. — .12
Needle Powder	.04 1/2 — .05
Antipyrine, bulk	1.90 — 2.00
Apomorphine Hydrochlor. 1/8 oz.	12.00 — 12.05
Arecoline Hydrobromide	.90 — 10.00
Argols, red	. — .07
Arsenic red, See Heavy Chemicals	
White, See Heavy Chemicals	
Arsenous Iodide, U.S.P.	. — 5.50
Aspirin	.56 — .58
Atropine, Alk. U.S.P., 1 oz. v. oz.	9.00 — 12.00
Sulfate, U.S.P., 1-oz. v. oz.	5.25 — 5.40
Barbital	. — .95
Barium Carb. prec., pure	. — .25
Dioxide	.20 — .24
Iodide	. — 5.38
Nitrate	.08 — .16
Bay Rum	
Denatured Salicy. Acid.	3.27 — 3.50
Denatured, quinine	gal. 3.60 — 3.75
Benzaldehyde (see Aromatic Chemicals)	
Benzonaphthol	.2.65 — 2.75
Berberine Hcl.	. — 22.50
Acid Sulfate	. — 25.00
Neutral sulfate	. — 27.00
Bismuth Metallic	1.55 — 1.70
Ammon. Citrate, U.S.P.	. — 5.00
Citrate, U.S.P.	. — 2.10
Oxychloride	. — 2.30
Salicylate	. — 1.45
Subbenzoate	. — 2.75
Subcarbonate, U.S.P.	. — 1.85
For X-ray Diagnosis	. — 2.40
Subgallate	. — 1.85
Subiodide	. — 3.85
Subnitrate	. — 1.75
Second Hands	1.70 — 1.75
Subsalicylate	. — 2.00
Tannate	. — 2.00
Borax, in bbls.	.05 1/4 — .06 1/4
U.S.P., Kegs	.06 — .06 1/4
Bromides, See Potass. Brom., etc.	
Bromine, purified	. — .25
Bromoform	. — 1.75
Brucine Sulfate	.35 — .40
Cadmium Bromide, crystals.	.95 — 1.05
Iodide	. — 4.00
Metal sticks	. — 1.00
Caffeine alkaloid, bulk.	. — 5.25
Imported	4.50 — 4.60
Hydrochloride	. — 8.00
Hydrobromide	. — 5.90
Citrate, U.S.P.	4.20 — 4.30
Sulfate	. — 6.75

## CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products—crudes and intermediates.

Oils—the fatty oils of animal, fish, and vegetable origin.

Crude Drugs—the natural botanical products sold through the drug trade, further subdivided according to class.

Essential Oils — include the oleo-resins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate	.1.75 — 1.86
Hypophosphite	. — .65
Iodide	. — 3.95
Phosphate, Precip.	.14 — .15
Monobasic	.30 — .45
Sulfocarbolate	.48 — .50
Camphor, Am. ref'd bbls. blk.	. — .75
16's in 1-lb. carton.	. — .78
24's in 1-lb. carton.	. — .82 1/2
32's in 1-lb. carton.	. — .84
Japan refined, 2 1/2 lb. slabs.	. — .74
Tablets (as to size)	.80 — .85
Chinese, crude	.50 — .52
Refined	. — .73
Monobromated, bulk	1.60 — 1.75
Caramel	.60 — .70
Carmine, No. 40	. — 4.75
Casein, Edible	.35 — .40
Technical	.14 — .15
Castor Oil, AA bbls.	11 1/2 — 12
Cerium Oxalate	.45 — .48
Chalk, Precip., light.	.03 1/2 — .04
Heavy	.08 — .03 1/2
Drop	. — .03
Charcoal, Powd.	.04 — .05
Willow, Powd.	.06 — .07
Bone Black, Powd.	. — .08
Chloral Hydrate, U.S.P., crystals, 25 lb. jars, 100 lb. lots.	. — .76
Chloroform, U.S.P.	. — .43
Second Hands	.36 — .40
Cinchonidin, Alk., crystals.	. — .93
Sulfate	.52 — .60
Cinchonine, Alk., crystals.	. — .54
Cocaine, Hydrochl., Cryst.	.25 — .30
Cocaine, Hydrochl., Cryst.	. — 6.00
Gran. Powd.	. — 6.25
Imported	. — 6.00
Cocoa Butter, bulk	.28 — .30
Fingers, cases	.34 1/2 — .35 1/2
Codeine, Alk., 10 oz. bulk.	. — 6.10
Hydrobromide	. — 4.90
Hydrochloride	. — 5.50
Nitrate	. — 5.50
Phosphate	. — 4.55
Salicylate	. — 4.55
Sulfate	. — 4.90
Cod Liver Oil, Newf'd.	16.00 — 18.00
Norweglan	17.50 — 18.50
Colchicine Alk.	. — 37.50
Salicylate	. — 37.50
Collodion, U.S.P.	.25 — .28
Flexible, U.S.P.	.28 — .30
Corn Syrup	100 lbs. 1.94 — 2.29



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Citrates  
Creosote  
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Guaiacol  
Carbonate  
Guaiacol Liquid  
Iron Cacodylate  
Pancreatin  
Pepsin  
Quinine Sulphate  
Resorcin  
Salicylates  
Sodium  
Cacodylate  
Sodium  
Methylarsinate

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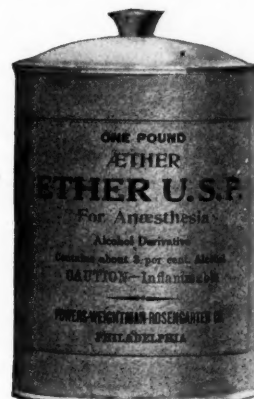
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Acetanilide, U.S.P.  
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Salts  
Codeine and its Salts  
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Creosote Carbonate,  
U.S.P.  
Diacetyl-Morphine  
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Silver Nucleinate  
Silver Proteinates  
Sodium Benzoate  
Thymol Iodide  
Strychnine and its  
Salts



## Fine Chemicals

Methyl Acetone, bbls.....gal.	.78 — .80	Potass. Carbonate, U.S.P.....lb.	.12 — .14	Quinine Dicarboxate .....oz.	2.00 — 3.00
Methyl salicylate, see Aromatic Chemicals		Caustic, U.S.P. (by alcohol)lb.	— .45	Ethyl Carbonate .....oz.	1.25 — 1.50
Methylene Blue, medicinal..lb.	4.75 — 5.00	U.S.P. purified .....lb.	— .30	Ferrocyanide .....oz.	— 1.05
Milk, powdered .....lb.	.15 — .16	Chlorate, Imp., Powd.....lb.	.07 — .10	Formate .....oz.	— 1.05
Mineral Oil, white .....gal.	.85 — 1.25	Chromate, cryst. yellow,		Glycerophosphate .....oz.	— 1.17
Morphine, Acet., 10-oz. in 5s.oz.	— 4.90	tech. 1-lb., c. b. 10.....lb.	— .42	Hydriodide .....oz.	— 1.05
Hydrobromide, 10-oz. in 5s.oz.	— 4.90	Citrate, bulk, U.S.P.....lb.	— .65	Hydrobromide .....oz.	— .96
Hydrochloride, 10-oz. in 5s.oz.	— 4.90	Glycerophosphate, 75 p.c.....oz.	1.85 — 1.90	Hydrochloride .....oz.	— .96
Sulfate, 10-oz. in 5s.....oz.	— 4.90	Guaiacol Sulfonate .....lb.	2.75 — 3.50	Japanese .....oz.	.85 — .90
Diacetyl, Alk., 10 oz., ¼s.oz.	— 8.40	Hypophosphite, bulk .....lb.	— .85	Hydrochlor. & Urea.....oz.	— 1.05
Diacetyl Hydcl., 10 oz., ¼s.oz.	— 7.60	Iodide, bulk .....lb.	— 2.60	Hypophosphite .....oz.	— 1.05
Ethyl Hydcl., 10 oz., ¼s.....oz.	— 8.95	Second Hands .....lb.	— 2.60	Lactate .....oz.	— 1.05
Opium cases, U.S.P.....lb.	— 5.50	Lactophosphate .....oz.	— .90	Phenolsulfonate .....oz.	— 1.05
Granular .....lb.	— 6.75	Nitrate, see Saltpetre		Phosphate .....oz.	— .96
Powdered, U.S.P. ....lb.	— 6.75	Oxalate, Neutral .....lb.	.50 — .60	Salicylate .....oz.	— .96
Oxgall, pure, U.S.P.....lb.	1.50 — 1.55	Permanganate, U.S.P. ....lb.	.18 — .20	Tannate .....oz.	— .70
Pancreatin .....lb.	1.50 — 1.70	Salicylate .....lb.	.75 — .85	Tartrate .....oz.	— 1.05
Papain .....lb.	2.50 — 2.60	Sulfate, C.P. ....lb.	.35 — .40	Valerate .....oz.	— 1.75
Paraformaldehyde .....lb.	.60 — .65	Tartrate .....lb.	— .65	Quinidine Alk., crystals, tinsoz.	— .96
Pepsin Powd., U.S.P.....lb.	— 2.50	Pumice Stone, lump.....lb.	.04 — .05	Sulfate, tins .....oz.	— .71
Petrolatum, light amber bbls.lb.	— .04½	Powdered .....lb.	.03 — .04	Resorcinol, crystals, U.S.P..lb.	2.00 — 2.25
Cream White .....lb.	— .06	Pyridin .....gal.	— 1.75	Resale .....lb.	1.80 — 1.85
Lily White .....lb.	— .10¾	Quinine Sulf., 100-oz. tins.oz.	— .70	Technical, See Intermediates	
Snow White .....lb.	— .11¾	1-oz. tins .....oz.	— .78	Rochelle Salt, crystals.....lb.	— .23
Phenolphthalein .....lb.	1.40 — 1.50	Imported, Java .....oz.	— .70	Imported, U.S.P. ....lb.	.19 — .20
Phosphorus, yellow .....lb.	.26 — .35	Imported, Japanes .....oz.	— .70	Rosewater, triple .....gal.	— 1.50
Pilocarpine, hydrochloride .oz.	6.00 — 6.75	Bisulfate, 100-oz. tins.....oz.	— .70	Saccharin, U.S.P. ....lb.	— 2.25
Alkaloid, 15 gr. vial.....ea.	— .80	Alkaloid .....oz.	— 1.05	Resale .....lb.	2.00 — 2.10
Nitrate .....oz.	— 6.50	Acetate .....oz.	— 1.05	Sallcin, bulk .....lb.	4.00 — 4.25
Piperazine Hydrate .....oz.	— .50	Arsenate .....oz.	— 1.05	Salol, U.S.P., bulk.....lb.	.60 — .70
Podophyllin .....lb.	— 4.25	Benzoate .....oz.	— 1.05	Saltpetre, Double ref. bbls..lb.	.07¼ — .09¼
Potassium acetate .....lb.	— .40	Citrate .....oz.	— 1.05	Santonin, cryst., U.S.P.....lb.	— 135.00
Bicarbonate, U.S.P. ....lb.	.10 — .12	Dihydrochloride .....oz.	— 1.05	Powdered .....lb.	— 136.50
Bismulfate .....lb.	— .40	Dihydrobromide .....oz.	— 1.05	Seidlitz Mixture, bbls.....lb.	— .18¼
Bromide Crystals, bulk.....lb.	— .19			Silver Nitrate, 500 oz. lots.oz.	.47½ — .48
Granulated .....lb.	— .19			Nucleinate .....oz.	.30 — .36
Imported, U.S.P. ....lb.	.14 — .16			Protelnate .....oz.	— .34
				Colloidal .....oz.	— 1.60

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## Heavy Chemicals

Soap, Castile, white pure....lb.	.18	—	.20
Conti's .....case	—	—	12.00
Powd., U.S.P., bbls.....lb.	.24	—	.25
Green, U.S.P. ....lb.	.06½	—	.07½
Sodium, Acetate, U.S.P., gran.lb.	.12	—	.15
Benzoate, gran., U.S.P....lb.	.52	—	.70
Bicarb., U.S.P., powd., bbls.lb.	.02½	—	.02½
Bromide, U.S.P., bulk.....lb.	—	—	.20
Imported, U.S.P. ....lb.	.16	—	.17
Cacodylate .....lb.	3.50	—	3.75
Caustic, U.S.P., See Sod. Hydroxide			
Chlorate, U.S.P., 8th Rev.			
Crystals, c.b., 10.....lb.	.13	—	.15
Granular, c.b., 10.....lb.	.16	—	.18
Chloride, C. P.....lb.	—	—	.07½
Citrate, U.S.P., Cryst. VIII lb.	—	—	.60
VIII .....lb.	—	—	.60
Granular, U.S.P., gran.IX lb.	—	—	.73
Cyanide 96-98, see Heavy Chemicals			
Glycerophosphate, crystals..lb.	—	—	1.95
Hydroxide, U.S.P. ....lb.	—	—	.18
Hypophosphite, U.S.P. ....lb.	—	—	.75
Iodide, bulk .....lb.	—	—	3.30
Nitrate, U.S.P. ....lb.	.05½	—	.07
Oxalate, Neutral .....lb.	.45	—	.55
Peroxide .....lb.	—	—	.38
Phosphate, U.S.P., gran....lb.	—	—	.07
Recryst. ....lb.	—	—	.13
Pyrophosphate .....lb.	—	—	.14
Salicylate, U.S.P. ....lb.	—	—	.25
Resale .....lb.	—	—	.24
Sulfate (Glauber's Salt).cwt.	1.65	—	1.75
Needle Crystals .....cwt.	—	—	2.25
Sulfocarbonate .....lb.	.25	—	.27
Sparteia Sulfate .....lb.	.60	—	.70
Strontium Brom. Cryst., blk.lb.	—	—	.29
Carbonate, pure .....lb.	—	—	.28
Iodide, bulk .....lb.	—	—	3.25
Nitrate, Keys .....lb.	.12	—	.12½
Salicylate, U.S.P. ....lb.	.70	—	.75

Strychnine Alkd., cryst.....oz.	—	—	1.45
Alkaloid, Powd. ....oz.	—	—	1.35
Acetate .....oz.	—	—	1.60
Glycerophosphate .....oz.	—	—	1.70
Hydrobromide .....oz.	—	—	1.70
Hydrochloride .....oz.	—	—	1.60
Hypophosphite .....oz.	—	—	1.80
Nitrate .....oz.	—	—	1.60
Phosphate .....oz.	—	—	1.70
Sulfate, crystals, bulk.....oz.	—	—	1.15
Sugar of Milk, Powder.....lb.	.17	—	.18
Sulfonal, 100-oz. lots.....oz.	—	—	.38
Sulfonethylmethane, U.S.P..lb.	—	—	.575
Sulfonmethane, U.S.P. ....lb.	—	—	.475
Sulfur, roll, bbls.....100 lbs.	2.15	—	2.70
Flour, 100 p.c. pure.....100 lbs.	2.50	—	3.15
Flowers, 100 p.c. pure.....100 lbs.	3.00	—	3.65
Precip., U.S.P. ....lb.	.17½	—	.21½
Lac Sulfur .....lb.	.08	—	.10
Tartar Emetic, tech.....lb.	.34	—	.37
U.S.P. ....lb.	.39	—	.40
Talcum, Amer., bags.....100 lbs.	—	—	1.40
Purified .....100 lbs.	—	—	3.50
Terpin Hydrate .....lb.	.50	—	.53
Theobromine Alkaloid .....lb.	5.75	—	6.00
Thymol, crystals, U.S.P.....lb.	5.25	—	5.35
Iodide, U.S.P., bulk.....lb.	9.00	—	9.10
Tin bichloride, see Heavy Chemicals			
Oxide, 500 lb. bbls.....lb.	—	—	.40
Toluene, See Coal Tar Crudes			
Tribromphenol .....lb.	—	—	.90
Trional .....oz.	—	—	.47
Veratrine Sulfate .....oz.	—	—	2.50
Hydrochloride .....oz.	—	—	2.50
Witch Hazel, Ext., dble dist., bbl.	1.22	—	1.30
Yohimbin, Hydchl. ....oz.	—	—	12.50
Zinc Carbonate, U.S.P., precip.lb.	—	—	.37
Chloride, U.S.P. ....lb.	.35	—	.40
Nitrate .....lb.	—	—	.42
Iodide, bulk .....lb.	—	—	.375
Oxide, U.S.P., bbls.....lb.	—	—	.17
Stearate .....lb.	—	—	.24
Sulfate, U.S.P. ....lb.	.08	—	.09

## Heavy Chemicals

## ACIDS

Acetic, 28 p.c., bbls.....100 lbs.	2.50	—	2.75
56 p.c., bbls.....100 lbs.	5.00	—	5.50
80 p.c., bbls., Com'l.100 lbs.	7.80	—	8.64
80 p.c., bbls., pure.100 lbs.	9.00	—	9.25
Glacial, bbls.....100 lbs.	10.00	—	10.50
Chlorosulfonic, 93-95 p.c....lb.	.15	—	.16
Hydrobromic com., 48 p.c..lb.	.35	—	.37
Pure, 40 p.c.....lb.	—	—	.40
Hydrofluoric 30 p.c. bbls..lb.	.07	—	.07½
48 p.c. in carboys.....lb.	.12	—	.13
52 p.c. in carboys.....lb.	.13	—	.14
60 p.c. in carboys.....lb.	.16	—	.17
White Acid .....lb.	.32	—	.33
Hydrofluosilicic 35 p.c.....lb.	.10	—	.12½
Lactic, 22 p.c., dark.....lb.	.04½	—	.05
22 p.c., light.....lb.	.05½	—	.06
44 p.c., dark.....lb.	.09½	—	.10
44 p.c., light.....lb.	.12½	—	.13
66 p.c. ....lb.	—	—	.16
80 p.c., Imported.....lb.	—	—	.15
Mixed, Nitric .....unit	.09½	—	.10½
Sulfuric .....unit	.01	—	.01½
Muriatic, 18 deg. cbys.100 lbs.	1.20	—	1.75
20 deg. carboys.....100 lbs.	1.50	—	2.00
22 deg. carboys.....100 lbs.	1.90	—	2.25
Iron Free cbys., 18 deg.			
20 deg. ....100 lbs.	1.50	—	1.75
22 deg. ....100 lbs.	1.75	—	2.00
22 deg. ....100 lbs.	2.00	—	2.25
Nitric, 36 deg. carboys.....lb.	.05½	—	.06
38 deg. carboys.....lb.	.05½	—	.06½
40 deg. carboys.....lb.	.06½	—	.07
42 deg. carboys.....lb.	.06½	—	.07½
Phosphoric, 50 p.c., tech....lb.	.13	—	.18
Syrup, 65 p.c. ....lb.	.20	—	.23
Pyroligneous, Tech. ....gal.	.12	—	.13½
Sulfuric, Tank carlots			
60 deg., f.o.b. wks.....ton	11.00	—	12.00
66 deg., f.o.b. wks.....ton	17.00	—	18.00

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## Heavy Chemicals

Acid, Sulf., 20 p.c. Oleum, f.o.b. wks. ....ton 21.00 -23.00	Antimony chloride, liq.....lb. .15 - .17	Copper Sulfate .....100 lbs. 5.00 - 5.65
60 p.c. oleum.....ton 65.00 -75.00	Anhydrous .....lb. .50 - .55	Imported .....100 lbs. 4.85 - 5.00
Sulfurous com. ....lb. .12 - .14	Oxide .....lb. .07 - .07½	Tartrate (verdigris sub- stitute) .....lb. - - .30
Tannic, Tech. ....lb. .65 - .80	Sulfide, Crimson .....lb. - .60	Copperas, wks. ....100 lbs. .90 - 1.15
Tungstic .....lb. 1.00 - 1.05	Golden No. 1.....lb. - .35	Ferrie Chloride, crys.....lb. .10¼ - .11
Acetone .....lb. .12¼ - .13	Vermillion .....lb. - .55	Sulfide .....100 lbs. 2.25 - 3.25
Acetic Anhydride, 85 p.c.....lb. - .40	Tartrolactate .....lb. - .47	Liquid, 40 deg.....lb. .07 - .07½
Acetyl Chloride, Redistilled.....lb. .45 - .50	Arsenic, white .....lb. .05½ - .06	Ferrous Chloride, crys.....lb. .05¼ - .06½
Alum, ammonia, lump.....lb. .04 - .04¼	Red .....lb. .11 - .12	Flake White .....lb. .09¼ - .10½
Imported .....lb. .03½ - .04	Barium, chloride .....ton - -60.00	Fluorspar, Powdered .....ton 30.00 -35.00
Ground .....lb. .04¼ - .04½	Imported .....ton 47.00 -50.00	Acid Grade, f.o.b. mines.....ton 22.50 -25.00
Powdered .....lb. .04½ - .04¾	Binoxide .....lb. .17 - .24	Fuller's Earth, f.o.b. mines.....ton 16.00 -17.00
Chrome .....lb. .07½ - .10	Carbonate .....ton 48.00 -50.00	Imported .....ton 35.00 -40.00
Potash lump .....lb. .05¼ - .06	Nitrate .....lb. .09¼ - .10	Fusel Oil, crude .....gal. - - 1.50
Powdered .....lb. .06 - .06½	Imported .....lb. .07¼ - .08½	Refined .....gal. - - 3.25
Ground .....lb. .06½ - .06¾	Barytes, floated, white.....ton 28.00 -29.00	Kieselguhr .....100 lbs. 1.75 - 2.00
Chrome .....lb. .09 - .10	Blanc Fixe, .....ton 70.00 -75.00	Lead Acetate, white cryst.....lb. .12 - .12½
Soda, Ground .....100 lbs. 3.50 - 4.50	Imported .....ton 40.00 -42.00	White Cakes .....lb. .11¼ - .12
Aluminum chloride, carboys.....lb. .04 - .05	Bleaching P.A., f.o.b.wks.100 lbs. - - 2.25	Granulated .....lb. .11¼ - .12¼
Anhydrous .....lb. .38 - .45	Export, F.A.S. ....100 lbs. - - 2.50	Brown Cakes .....lb. .10¼ - .11¼
Sulfate Iron free.....100 lbs. 2.50 - 3.00	Second Hands, wks. ....100 lbs. - - 2.50	Arsenate, powdered .....lb. .15 - .18
Commercial .....100 lbs. 2.00 - 2.75	*Second Hands, wks. ....100 lbs. - - 2.50	Paste .....lb. - - .15
Aluminum hydrate light.....lb. .22 - .25	Bromine, Purified wks.....lb. - - .20	Nitrate .....lb. .08 - .10
Ammonia, Anhydrous .....lb. - - .31	Calcium Acetate .....100 lbs. - - 2.00	Oxide, Litharge, Amer. pd.....lb. .07¼ - .07½
Ammonia Water, 26 deg.....lb. .07¼ - .09¼	Arsenate .....lb. .18 - .19	Red, American .....lb. .08 - .08½
20 deg. ....lb. .06¼ - .08¼	Carbide .....lb. .04¼ - .05	Sulfate, basic white.....lb. .06¼ - .07
18 deg. ....lb. .05¼ - .07¼	Carbonate .....100 lbs. 1.15 - 1.75	White, Basic Carb., Amer. dry .....lb. .06¼ - .07¼
16 deg. ....lb. .05¼ - .07¼	Chloride, solid, f.o.b.N.Y.ton - -28.75	Lithopone .....lb. .06 - .07
Ammonium Bifluoride .....lb. .26 - .45	Granulated, f.o.b. N.Y.ton - -35.75	Imported .....lb. .05¼ - .06
Imported .....lb. - - .22	Flaked, f.o.b. N.Y.....ton - -35.75	Lime, hydrate .....lb. .01 - .01¼
Carbonate, imp. ....lb. .08 - .09	Anhydrous .....lb. .14 - .15	Acetate .....100 lbs. - -60.00
Lactate .....lb. - - .17	Nitrate .....lb. - -13½	Nitrate .....ton - -2.00
Nitrate .....lb. .07¼ - .07¾	Nitrate .....ton - -60.00	Sulfur, Powd. ....lb. .10¼ - .12
Persulfate, bulk .....lb. - - .50	Chlorine, liquid .....lb. .08 - .15	Magnesite .....ton 70.00 -72.00
Sal Ammoniac, gray .....lb. .07 - .07¼	Carbon bisulfide, C.L. & less.....lb. .06¼ - .07¼	Magnesium Sulfate, tech.100 lbs. 1.85 - 2.06
Imported .....lb. .07 - .07½	Carbon black .....lb. .12 - .20	Imported .....100 lbs. 1.10 - 1.15
Granulated, white .....lb. .07 - .07¼	Carbon tetrachlor., C.L.&Less.....lb. .10¼ - .12	Carbonate, tech. ....lb. .06 - .08
Imported .....lb. .07 - .07½	Cobalt Oxide .....lb. 2.00 - 2.25	Chloride, fused, f.o.b. N.Y.ton 36.00 -40.00
Lump .....lb. .15 - .16	Copper Carbonate .....lb. .27 - .28	Flaked, f.o.b., N. Y.....ton - -38.00
Sulfate, dbl. bags f.a.s.100 lbs. 2.65 - 2.75	Cyanide .....lb. .50 - .63	Fluosilicate, 30% soln.100 lbs. 8.00 -10.00
*Dom., Bulk, wks.....100 lbs. - - 2.50	Subacetate (Verdigris) .....lb. .24 - .28	



## CHEMICALS

Barium Chloride  
Strontium Nitrate  
Barium Nitrate  
Nitrite of Soda  
Salt Cake  
Strontium Carbonate  
Distilled Water  
Battery Solutions

## ACIDS


Acetic Lactic  
Sulphuric (all strengths)  
50%-60%-66%-98%  
Oil of Vitriol  
Oleum 20% to 65%  
Electrolyte  
Muriatic (all strengths)  
Nitric (all strengths)  
Aqua Fortis  
Mixed Dipping

## ALUMS

Papermaking Sizing Filter  
Iron Free Porous Pickle Pearl  
Ammonia, U. S. P. Potash, U. S. P.  
Sulphate of Alumina, 17%-22% Al<sub>2</sub>O<sub>3</sub>

**E. I. du Pont de Nemours & Company, Inc.**  
Sales Dept.: Acids & Heavy Chemicals Divisions  
WILMINGTON, DELAWARE

Branch Offices:  
NEWARK  
240 Vanderpool Street  
Telephone, Waverly 4670  
PHILADELPHIA  
3500 Gray's Ferry Road  
Telephone, Oregon 7950



## CARBON TETRACHLORIDE

(in 5, 10, 55 and 110 gallon drums)

## CARBON DISULPHIDE

(in 5, 10 and 55 gallon drums)

## SULPHUR CHLORIDE

(in bottles, jugs and drums)

## SODIUM PHOSPHATE

(all grades)

# THE WARNER

## CHEMICAL COMPANY

Manufacturers

52 Vanderbilt Avenue, New York  
Telephone Murray Hill 262

PLANTS

Carteret, N. J. South Charleston, W. Va.

## Heavy Chemicals

Manganese Chloride .....	lb.	.20	—	.31
Dioxide, 80-84 p.c. ....	ton	\$5.00	—	\$6.00
85-90 p.c. ....	ton	60.00	—	70.00
Sulfate .....	lb.	.20	—	.32
Nickel oxide .....	lb.	.40	—	.45
Salts, single .....	lb.	.14	—	.16
double .....	lb.	.13	—	.15
Nitre Cake, bulk wks. ....	ton	5.00	—	6.00
Orange Mineral .....	lb.	.11	—	.13
Paris Green .....	lb.	.23	—	.25
Phosphorus red .....	lb.	—	—	.50
Imported .....	lb.	—	—	.40
Yellow .....	lb.	—	—	.35
Imported .....	lb.	—	—	.30
Oxychloride .....	lb.	.45	—	.50
Sesquisulfide .....	lb.	—	—	.42½
Trichloride .....	lb.	.60	—	.65
Plaster of Paris .....	bbbl.	4.25	—	4.50
True Dental .....	bbbl.	4.35	—	4.60
Potash Caustic, 88-92 .....	lb.	.08	—	.10
Imported, c.i.f. ....	lb.	—	—	.05¾
70-75 p.c. ....	lb.	—	—	—
Potassium Bichromate .....	lb.	.11	—	.11½
Powered .....	lb.	.13	—	.13½
Binoxalate, tech. ....	lb.	.40	—	.42
Carbonate, 80-85 p.c. ....	lb.	.05	—	.05½
Hydrated .....	lb.	.05½	—	.06
*85-90 p.c. ....	lb.	—	—	—
90-95 p.c. ....	lb.	.06½	—	.07
96-98 p.c. ....	lb.	.08	—	.09
Chlorate, crys. ....	lb.	.12	—	.13
Powdered, American .....	lb.	.12	—	.13
Imported, pow. & crys. ....	lb.	.06½	—	.10
Imported, c.i.f. ....	lb.	—	—	.05¾
Muriate, basis 80 p.c. ....	unit	.75	—	.80
Shipment .....	unit	—	—	—
Metabisulfite .....	lb.	.40	—	.42
Perchlorate .....	lb.	.19	—	.20
Pernanganate, Com'l .....	lb.	.18	—	.23

U.S.P., See Fine Chemicals

Potass. Prussiate, red .....	lb.	.26	—	.28
Yellow .....	lb.	.20	—	.22
Sulfate .....	unit	1.20	—	1.25
Titanium Oxalate .....	lb.	—	—	.55
Shipment, imp'd. ....	lb.	—	—	.33
Salt, tech. ....	ton	—	—	17.00
Salt Cake, bulk. ....	ton	17.00	—	20.00
Saltpetre .....	lb.	.07¾	—	.09¾
Soda Ash, 58 p.c. light. ....	100 lbs.	2.15	—	2.25
Basis, 48 p.c. wks. bgs. ....	100 lbs.	—	—	1.62½
Dense, 58 p.c. bags. ....	100 lbs.	—	—	2.35
Basis 48 p.c. wks. bgs. ....	100 lbs.	—	—	1.60
Caustic, 76 p.c. ....	100 lbs.	—	—	4.00
Basis 60 p.c. ....	100 lbs.	—	—	3.25
Ground, 76 p.c. wks. ....	100 lbs.	4.50	—	5.00
Sodium Acetate .....	lb.	.04	—	.04¾
Aluminum Sulfate .....	100 lbs.	3.50	—	4.50
Bicarbonate .....	100 lbs.	2.25	—	2.40
Bichromate .....	lb.	.07¾	—	.08
Bisulfate, bulk, wks. ....	ton	5.00	—	6.00
Bisulfite, Powd. ....	lb.	.04¾	—	.05¾
Solution 32-40 deg. ....	100 lbs.	1.60	—	2.10
Carbonate Sal. bbbls. ....	100 lbs.	1.70	—	2.00
Chlorate .....	lb.	—	—	.07¾
*Imported, 120 p.c. ....	ton	—	—	17.00
Cyanide, 96-98 p.c. ....	lb.	.28	—	.30
73-76 p.c. ....	lb.	.25	—	.26
Imported, 120 p.c. ....	lb.	—	—	.27
*128 p.c. ....	lb.	—	—	.27
Fluoride .....	lb.	.10	—	.11
Hyposulfite .....	lb.	—	—	.45
Hyposulfite, Crys., bbbls. ....	100 lbs.	3.50	—	3.75
Granulated .....	100 lbs.	3.95	—	4.30
Tungstate, crys. ....	unit	.80	—	.85
Dessicated .....	lb.	.70	—	.75
Nitrate, crude .....	100 lbs.	2.40	—	2.45
Double refined, Gran. ....	lb.	.05	—	.05¾

\*Nominal

Sodium Nitrite .....	lb.	.06¾	—	.07
Peroxide .....	lb.	.25	—	.30
Phosphate (tri) ref. ....	lb.	.06	—	.07
di-Sodium, U.S.P., gran. ....	lb.	.07½	—	.08½
Technical .....	lb.	.04¾	—	.04¾
Mono-Sodium, ref. ....	lb.	.25	—	.34
Prussiate, Yellow .....	lb.	.14¾	—	.14¾
Silicate, 60 deg. ....	100 lbs.	3.12½	—	3.30
40 deg. ....	100 lbs.	1.10	—	2.00
Silicofluoride .....	lb.	.07	—	.08
Sulfate, Gl'b salt. ....	100 lbs.	1.50	—	2.00
Sulfide, 60 p.c. ....	lb.	.04¾	—	.06¾
30 p.c. crystals .....	lb.	.02¾	—	.03¾
Sulfite, Crystals .....	lb.	.03¾	—	.04
Dessicated .....	lb.	.09¾	—	.10¾
Thiocyanate .....	lb.	.80	—	.85
Strontium Nitrate .....	lb.	.18	—	.20
Imported .....	lb.	.10	—	.11
Carbonate .....	lb.	.25	—	.26
Sulfur Chloride, red. ....	lb.	.05	—	.06
Yellow .....	lb.	.04¾	—	.05
Sulfur Dioxide liq. cyl. ....	lb.	.08	—	.09
Sulfur, crude .....	ton	20.00	—	25.00
Flour Com'l., bbbls. ....	100 lbs.	1.45	—	2.00
Flowers, 100 p.c. ....	100 lbs.	2.25	—	3.05
Sulfuryl Chloride .....	lb.	—	—	1.00
Tartar Emetic, tech. ....	lb.	.34	—	.37
Tin, bichloride .....	lb.	.18	—	.20
Crystals .....	lb.	.26½	—	.29
Oxide .....	lb.	.38	—	.40
Whiting .....	100 lbs.	1.15	—	1.75
Zinc, carbonate .....	lb.	.16	—	.18
Chloride, Fused .....	lb.	.10	—	.10¾
Granulated .....	lb.	.11½	—	.11¾
Imported fus'd & gran. ....	lb.	.05¾	—	.06¾
Cyanide .....	lb.	.42	—	.45
Oxide, French .....	lb.	.11	—	.12¾
American .....	lb.	.08	—	.09
Sulfate .....	lb.	.03	—	.03¾



Soda Ash 58%  
Caustic Soda 76%  
Modified Sodas  
Special Alkali  
Bicarbonate of Soda U. S. P.

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Its high copper content makes for economy  
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**25 BROAD STREET, NEW YORK**

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Cable "ACIDSMELL"

## Coal-Tar Products

## Crudes

Anthracene 80-85 p.c.	lb.	.75	— 1.00
40-45 p.c.	lb.	.12	— .18
Benzene, C. P.	gal.	.27	— .33
Resale, drums included.	gal.	—	—
90 p.c.	gal.	.25	— .31
Carbazol	lb.	.85	— 1.00
Cresylic Acid, 95 p.c. dark.	gal.	.65	— .70
Straw, 97-99 p.c.	gal.	.70	— .75
Cresol, U.S.P.	lb.	.17	— .20
Creosote oil	gal.	.20	— .22
Dip. oil	gal.	.31	— .36
Naphthalene, balls	lb.	.08 1/2	— .09 1/2
Flake	lb.	.07 1/2	— .08 1/2
Second Hands	lb.	.06 1/4	— .08
Phenol, Gov't Surplus	lb.	.12	— .17
Open Market	lb.	.08 1/4	— .10
Natural	lb.	.15	— .16
Pitch, various grades	ton	14.00	— 18.00
Solvent naphtha	gal.	.25	— .31
Tar Acid Oil, 25 p.c.	gal.	.26 1/4	— .29
50 p.c.	gal.	.38	— .41
Toluene, pure	gal.	.28	— .34
Xylene, 10 deg. dist. range.	gal.	.35	— .41
5 deg. dist. range.	gal.	.40	— .46
Nitration, 2 deg. range.	gal.	.45	— .51

## Intermediates

Acid 1, 2, 4.	lb.	—	— 1.00
Acid, Anthranilic	lb.	1.40	— 1.50
Technical	lb.	1.10	— 1.25
Acid Benzoic, tech.	lb.	.50	— .60
Acid Broenner's	lb.	1.55	— 1.70
Acid Chloroacetic, tech.	lb.	.40	— .45
Acid Cleves	lb.	1.52	— 1.55
Acid Gamma	lb.	2.25	— 2.70
Acid H	lb.	1.10	— 1.15
Acid Laurent's	lb.	.75	— .80
Acid Metanilic	lb.	1.60	— 1.65

Acid Monosulfonic F (delta)	lb.	2.40	— 2.50
Acid Naphthionic, Crude	lb.	.70	— .75
Refined	lb.	.90	— 1.00
Acid Neville & Winther's	lb.	1.40	— 1.50
Acid Phthalic	lb.	.35	— .40
Anhydride	lb.	.40	— .50
Acid Picramic	lb.	.75	— .80
Acid Pleric	lb.	.30	— .45
Acid Salicylic, tech.	lb.	.18	— .20
Acid Sulfanilic, tech.	lb.	.27	— .30
Acid Tobas	lb.	—	— 2.00
Acetanilide, tech.	lb.	.27	— .29
p-Aminoacetanilide	lb.	1.25	— 1.50
Aminoazobenzene	lb.	—	— 1.15
p-Aminophenol	lb.	1.40	— 1.65
Hydrochloride	lb.	1.75	— 2.05
o-Aminophenol	lb.	3.00	— 3.25
Aniline Oil, (drums extra)	lb.	.17 1/2	— .20
Aniline Salt	lb.	.26	— .28
p-Anisidine	lb.	3.00	— 3.05
Technical	lb.	1.65	— 1.70
Anthraquinone Subl.	lb.	1.50	— 1.75
25 p.c. paste	lb.	.90	— .95
Bayer's Salt	lb.	—	— 1.00
Benzaldehyde, Tech.	lb.	.45	— .50
Benzidine Base	lb.	1.00	— 1.05
Sulfate	lb.	.75	— .80
Benzoyl chloride	lb.	—	— 1.25
Benzylchloride, redistilled	lb.	.30	— .32
Tech.	lb.	.20	— .22
Bromobenzene	lb.	.35	— .37
Chlorobenzene	lb.	.14	— .15
Chlorhydrin	lb.	—	— 2.50
Diaminophenol	lb.	5.50	— 5.60
Dianisidine	lb.	4.95	— 5.00
o-Dichlorobenzene	lb.	.15	— .17
p-Dichlorobenzene	lb.	.15	— .20
Diethylanthline	lb.	.06	— .07 1/2
Dimethylaniline, drums ext.	lb.	1.00	— 1.10
Dimethylsulfate	lb.	.45	— .50
Dinitrophenol	lb.	.90	— 1.00
Dinitrobenzene	lb.	.45	— .50
Dinitrochlorobenzene	lb.	.23	— .26
Dinitronaphthalene	lb.	.28	— .30
Dinitrotoluene	lb.	.33	— .35
Dinitrotoluene	lb.	.25	— .27

Diphenylamine	lb.	.65	— .71
Diphenyloxide	lb.	—	— .90
Ethyl Bromide	lb.	—	— .40
Ethyl Chloride	lb.	.55	— .60
"G" Salt	lb.	.70	— .80
Hydrazobenzene	lb.	1.35	— 1.50
Methyl Chloride	lb.	—	— .50
Michler's Ketone	lb.	—	— 4.00
Monochlorobenzene	lb.	.14	— .16
Monoethylaniline	lb.	1.10	— 1.25
a-Naphthol, crude	lb.	1.15	— 1.26
Refined	lb.	1.45	— 1.60
b-Naphthol, distilled	lb.	.30	— .34
a-Naphthylamine	lb.	.35	— .37
b-Naphthylamine, tech.	lb.	1.40	— 1.50
Sublimed	lb.	2.25	— 2.50
m-Nitroaniline	lb.	.95	— 1.00
p-Nitroaniline	lb.	.77	— .82
p-Nitroacetanilide	lb.	.60	— .65
Nitrobenzene	lb.	.10	— .12
o-Nitrochlorobenzene	lb.	.35	— .40
p-Nitrochlorobenzene	lb.	.30	— .36
Nitronaphthalene	lb.	.30	— .32
p-Nitrophenol	lb.	.75	— .80
o-Nitrophenol	lb.	.75	— .80
m-Nitro-p-toluidine	lb.	2.60	— 2.75
p-Nitro-o-toluidine	lb.	3.65	— 4.00
p-Nitrosodimethylaniline	lb.	—	—
Nitrotoluene-s, Mixed	lb.	.15	— .17
o-Nitrotoluene	lb.	.15	— .20
p-Nitrotoluene	lb.	.80	— .85
p-Oxy-benzaldehyde	lb.	1.50	— 2.00
p-Phenetidin	lb.	1.35	— 1.50
p-Phenylenediamine	lb.	1.70	— 1.75
m-Phenylenediamine	lb.	1.15	— 1.30
Phenyl-a-Naphthylamine	lb.	—	— 2.25
Phosgene	lb.	—	— .75
Phthalic Anhydride	lb.	.40	— .50
"R" Salt	lb.	.60	— .65
Resorcinol Technical	lb.	1.50	— 1.55
Sodium o-Chloro-p-toluene sul-	lb.	—	— .25
fonate	lb.	—	— .30
Metanilate	lb.	1.40	— 1.46
Naphthionate	lb.	.70	— .75
Picramate	lb.	.70	— .75
p-toluene sulfonate	lb.	.08	— .10

NOTIFICATION is hereby given to the trade that The Walker Chemical Company of Pittsburgh, Pa., is the sole licensee and producer of Pure Phthalic Anhydride under U. S. Patent No. 1336182 which claims "as an article of manufacture, phthalic anhydride in the form of colorless needle-like crystals substantially chemically pure and having a melting point above 130° C. (corrected)."

ANY person or persons producing, buying or using Phthalic Anhydride of this quality other than that which is produced by The Walker Chemical Company of Pittsburgh, Pa., are infringing on U. S. Patent No. 1336182 and lay themselves liable to suit for infringement.

DU PONT  
DYESTUFFS  
DYESTUFF  
INTERMEDIATES

Cresotinic Acid  
Dinitrotoluene  
Meta Toluylenediamine  
Mixed Mononitrotoluenes  
Mixed Toluidines  
Oil of Mirbane  
Ortho Nitrotoluene  
Ortho Toluidine  
Para Nitrotoluene  
Para Toluidine  
Salicylic Acid  
Tolidine, Base

E. I. du Pont de Nemours & Company, Inc.

Dyestuffs Department  
WILMINGTON, DELAWARE

New York Branch Office  
8 Thomas Street  
Telephone Worth 3289, 3290

## Coal-Tar Dyes

Schaeffer's Salt .....	lb.	.70	—	.75
Thiocarbanilide .....	lb.	.40	—	.45
o-Toluene Sulfonamide .....	lb.	2.75	—	3.20
p-Toluene Sulfonamide .....	lb.	.60	—	.65
p-Toluene Sulfonchloride .....	lb.	.15	—	.25
Toluidine .....	lb.	1.30	—	1.36
Sulfate .....	lb.	1.00	—	1.10
Toluidine, Mixed .....	lb.	.45	—	.50
o-Toluidine .....	lb.	.25	—	.27
p-Toluidine .....	lb.	1.25	—	1.28
m-Toluylenediamine .....	lb.	1.10	—	1.20
Triphenyl Phosphate .....	lb.	.75	—	.80
Nylidine .....	lb.	.45	—	.50

## Coal-Tar Dyes

## ACID COLORS:

Black .....	lb.	.80	—	1.10
Blue .....	lb.	1.00	—	1.60
Brown .....	lb.	.80	—	1.50
Fuchsin .....	lb.	1.50	—	2.50
Green .....	lb.	2.00	—	4.00
Orange II .....	lb.	.50	—	.65
Orange III .....	lb.	.50	—	.60
Red .....	lb.	.85	—	3.50
Scarlet .....	lb.	.85	—	1.25
Violet .....	lb.	1.60	—	6.80
Azo Yellow .....	lb.	—	—	2.00
Azo Yellow, green shade .....	lb.	3.50	—	4.4
Brilliant Delphine B.S. ....	lb.	3.50	—	4.50
Erythrosin .....	lb.	7.50	—	8.00
Fast Light Yellow, 2-G. ....	lb.	4.00	—	4.25
Fast Red, 6B extra, con't. ....	lb.	1.15	—	1.20
Indigotin, conc. ....	lb.	2.50	—	3.00
Indigotin, paste .....	lb.	1.50	—	1.60
Naphthol Green .....	lb.	1.50	—	1.60
Naphthylamine Red .....	lb.	0.75	—	7.25
Orange, R. G. ....	lb.	.60	—	1.00
Patent Blue, Swiss Type. ....	lb.	4.00	—	6.00
Ponceau .....	lb.	1.00	—	1.15
Scarlet 2R .....	lb.	.65	—	.75
Tartarazin, Dom. ....	lb.	1.20	—	1.50
Uranine .....	lb.	8.00	—	10.00
Wool Green S. ....	lb.	2.00	—	5.00

## DIRECT COLORS:

Black .....	lb.	.60	—	.75
Sky Blue, conc. ....	lb.	1.50	—	3.00
Sky Blue, 5BX. ....	lb.	—	—	2.00
Blue 2B .....	lb.	.60	—	.80
Brown R .....	lb.	.85	—	1.00
Brown G .....	lb.	1.25	—	1.70
Bordeaux .....	lb.	1.75	—	2.50
Fas: Black .....	lb.	—	—	7.58
Fast Pink .....	lb.	3.50	—	4.00
Fast Red .....	lb.	2.35	—	2.50
Fast Yellow .....	lb.	1.50	—	2.25
Yellow .....	lb.	2.00	—	3.50
Violet con't .....	lb.	1.10	—	2.00
Benzopurpurin, 10 B. ....	lb.	2.00	—	2.50
Benzopurpurin, 4 B. ....	lb.	1.25	—	1.40
Chrysophenin, Dom. ....	lb.	2.00	—	2.50
Congo Red 4B Type. ....	lb.	.90	—	1.10
Diamine Sky Blue F. F. ....	lb.	2.50	—	4.00
Geranin .....	lb.	8.75	—	9.45
Oxamine Violet .....	lb.	7.00	—	8.00

## OIL COLORS:

Black .....	lb.	.70	—	1.00
Blue .....	lb.	1.25	—	2.00
Orange .....	lb.	.95	—	1.00
Red III .....	lb.	1.65	—	2.00
Scarlet .....	lb.	1.00	—	1.75
Yellow .....	lb.	1.25	—	1.50
Nigrosine, Oil Sol. ....	lb.	.90	—	.95

## SULFUR COLORS:

Black .....	lb.	.20	—	.25
Blue .....	lb.	.60	—	1.00
Brown .....	lb.	.35	—	.60
Green .....	lb.	1.00	—	1.75
Yellow .....	lb.	.75	—	1.00

## CHROME COLORS:

Alizarin Blue, bright. ....	lb.	5.00	—	5.50
Alizarin, medium .....	lb.	4.50	—	5.00
Alizarin Brown, conc. ....	lb.	—	—	2.50
Alizarin Cyanine .....	lb.	10.00	—	12.90
Alizarin Orange .....	lb.	1.55	—	1.90

Alizarin Red, 20 p.c. Paste. ....	lb.	.60	—	1.00
Alizarin Yellow G. ....	lb.	.85	—	1.80
Alizarin Yellow R. ....	lb.	1.25	—	1.35
Chrome Black, Dom. ....	lb.	.65	—	1.00
Chrome Blue .....	lb.	.75	—	2.00
Chrome Brown .....	lb.	.80	—	1.00
Chrome Green, Dom. ....	lb.	1.80	—	3.00
Chrome Red .....	lb.	1.75	—	2.00
Chrome Yellow .....	lb.	.65	—	1.00
Gallocyanin .....	lb.	2.30	—	2.60

## BASIC COLORS:

Alkali Blue, conc. ....	lb.	6.00	—	6.50
Auramine O .....	lb.	1.80	—	2.35
Auramine OO .....	lb.	3.00	—	3.50
Blamarck Brown K. ....	lb.	.70	—	.90
Blamarck Brown G. ....	lb.	1.00	—	1.25
Brilliant Green Crystals. ....	lb.	3.50	—	4.00
Chrysoidin R .....	lb.	.75	—	.90
Chrysoidin Y .....	lb.	.75	—	.85
Crystal Violet .....	lb.	5.00	—	6.60
Emerald Green, Crystals. ....	lb.	8.00	—	8.60
Indigo 20 p.c. paste. ....	lb.	.45	—	.50
Fuchsin Crystals, Dom. ....	lb.	3.00	—	3.40
Fuchsin Base .....	lb.	3.00	—	3.50
Malachite Green, Crystals. ....	lb.	2.25	—	2.50
Malachite Green, Powd. ....	lb.	2.00	—	2.25
Methylene Blue, tech. ....	lb.	1.50	—	2.00
Methyl Violet, 3B. ....	lb.	1.75	—	2.00
Methyl Violet, 6B. ....	lb.	2.85	—	5.00
Nigrosine, spts. sol. ....	lb.	—	—	.70
Nigrosine, water sol., blue. ....	lb.	—	—	.60
Phosphine G., Domestic. ....	lb.	2.50	—	3.50
Rhodamine B. ex. con't. ....	lb.	8.50	—	10.00
Safranin .....	lb.	2.75	—	3.25
Victoria Blue B. ....	lb.	2.75	—	3.75
Victoria Blue, base, Dom. ....	lb.	5.40	—	6.50
Victoria Blue, crys. ....	lb.	5.00	—	5.50
Victoria Green .....	lb.	2.50	—	5.00
Victoria Red .....	lb.	7.00	—	8.00
Victoria Yellow .....	lb.	7.00	—	8.00
Violamine R & B. ....	lb.	4.00	—	5.00

## ESSEX DIRECT ORANGE 2RE

Medium Shade of Orange for Cotton  
Fast to Light, Acid, Alkali, and Chlorine  
Easily Soluble—Level Dyeing

Useful for Union Work, as it leaves Animal Fibres practically clear.  
Dyes Cotton in any stage of its manufacture, in any form of machine.



**ESSEX ANILINE WORKS, Inc.**

Manufacturer of Aniline Dyes

88 Broad Street, Boston, Mass.

The Grasselli Chemical Co., Sole Agents

Factory at South Middleton, Mass.

117 Hudson St., N. Y. C.



## CREOSOTE OILS

Up to 40% Tar Acids for Flotation and Disinfectant Uses

## PITCH and TAR DEAD OIL

For Waterproofing, Paving and Roofing  
Spot and Future

## JORDAN COAL TAR PRODUCTS CO.

Phone Beekman 1759 INCORPORATED Cable "DANJOR"

13 CLIFF STREET NEW YORK

WORKS: Reading, Pa., Allentown, Pa., Brooklyn, N. Y., Matawan, N. J.  
Representing International Coal Products Corp., Works, Irvington, N. J.

## "THE SAME AS LAST"

He ordered a tank car of

## MIXED ACID

Most of our customers order that way because of the  
UNIFORMITY OF B-J ACIDS

THIS OPPORTUNITY IS OPEN TO YOU

## Butterworth-Judson Corporation

SALES OFFICE: 61 BROADWAY, NEW YORK

WORKS—NEWARK, N. J.



## Dyestuffs

## Natural Dyestuffs

Annatto, fine .....	lb.	.31	—	.32
Seed .....	lb.	.04	—	.05
Carmine No. 40 .....	lb.	5.00	—	5.25
Cochineal .....	lb.	.45	—	.50
Gambler, see tanning.				
Indigo, Bengal .....	lb.	—	—	2.25
Oudes .....	lb.	1.90	—	2.00
Guatemala .....	lb.	1.75	—	1.85
Kurpahs .....	lb.	1.50	—	1.60
Madras .....	lb.	.85	—	.95
Madder, Dutch .....	lb.	.25	—	.27
Nugalls, blue Aleppo .....	lb.	14	—	15
Chinese .....	lb.	.16	—	.17
Quercitron Bark, see tanning.				
Turmeric, Madras .....	lb.	.06 1/4	—	.07 1/4
Aleppy .....	lb.	.06 1/4	—	.07 1/4

## Dyewoods

Barwood .....	lb.	.05 1/4	—	.06 1/4
Camwood, chips .....	lb.	.12	—	.16
Fustic, sticks .....	ton	37.00	—	38.00
Chips .....	lb.	.04	—	.06
Hyperic, chips .....	lb.	.06 1/4	—	.07
Logwood Sticks .....	ton	30.00	—	40.00
Chips .....	lb.	.03	—	.05
Quercitron Bark, see tanning				
Red Saunders .....	lb.	.20	—	.21

## Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.				
Archil, Double .....	lb.	.20	—	.23
Triple .....	lb.	.22	—	.24
Concentrated .....	lb.	.24	—	.27

Dutch, Mangrove, see Tanning				
Rangoon, boxes .....	lb.	.15	—	.18
Liquid .....	lb.	.10	—	.11
Tablet .....	lb.	.13	—	.14
Ludbear, French .....	lb.	—	—	—
English .....	lb.	.24	—	.26
Concentrated .....	lb.	—	—	—
Flavine .....	lb.	.90	—	1.35
Fustic, Solid .....	lb.	.19	—	.28
Crystals .....	lb.	.25	—	.27
Liquid, 51 deg. ....	lb.	.11	—	.15
Gall .....	lb.	.23	—	.25
Hematin Extract 51 deg. ....	lb.	.11 1/2	—	.13 1/2
Crystals .....	lb.	.20	—	.27
Hyperic, liquid, 51 deg. ....	lb.	.20	—	.30
Logwood, solid .....	lb.	.15	—	.23
51 deg., Twaddle .....	lb.	.09	—	.13
Sage Orange, Extract 42 deg. ....	lb.	.09	—	.16
Crystals .....	lb.	—	—	.20
Persian Berries .....	lb.	.40	—	.42
Puebracho, see tanning.				
Quercitron, 51 deg. ....	lb.	.07 1/2	—	.08 1/2
Powdered, 100 p.c. ....	lb.	.12	—	.16

## Miscellaneous Dyestuffs

Albumen, Egg, edible .....	lb.	—	—	.60
*Technical .....	lb.	—	—	.45
Blood, imported .....	lb.	—	—	.50
Domestic .....	lb.	.40	—	.42
Prussian blue .....	lb.	.45	—	.50
Soluble .....	lb.	.45	—	.50
Spray yolk .....	lb.	.30	—	.35
Turkey Red Oil .....	lb.	.09	—	.11
Yolk Oil .....	lb.	—	—	.35
Zinc Dust, prime heavy .....	lb.	.09 1/2	—	.11
100-lb. tins .....	lb.	—	—	.11
520-lb. casks .....	lb.	—	—	.10 1/4
Carload lots .....	lb.	—	—	.09 1/2

## Dextrins and Starches

British Gum .....	per 100 lbs.	2.95	—	3.25
Dextrin, Corn, white or yellow .....	per 100 lbs.	2.65	—	2.95
Potato white or canary .....	lb.	.09	—	.09 1/4
Sago Flour .....	lb.	.04	—	.04 1/4
Starch, Powd. bags .....	100 lbs.	2.08	—	2.36
Pearl, bags .....	100 lbs.	1.98	—	2.26
Potato, Domestic .....	lb.	.04 1/4	—	.05 1/4
Imported, duty paid .....	lb.	—	—	.06 1/2
Tapioca flour, high grade .....	lb.	.04	—	.05
Medium grade .....	lb.	.02 1/4	—	.03 1/4
Low grade .....	lb.	.02 1/4	—	.03

## Tanning Woods

Algarobilla .....	ton	—	—	—
Divi Divi .....	ton	42.00	—	45.00
Hemlock Bark .....	ton	16.00	—	18.00
Mangrove, African, 38 p.c. ....	ton	—	—	35.00
Bark, S. A. ....	ton	—	—	—
Myrobalans, J1 .....	ton	—	—	25.00
J2 .....	ton	—	—	20.00
B1 .....	ton	—	—	24.00
B2 .....	ton	—	—	19.00
R2 .....	ton	—	—	17.00
Oak Bark .....	ton	20.00	—	23.00
Ground .....	ton	—	—	25.00
Quercitron Bark rough .....	ton	—	—	10.00
Ground .....	ton	20.00	—	23.00
Sumac, Sicily, 28 p.c. ....	ton	63.00	—	64.00
Virginia, 25 p.c. ....	ton	60.00	—	63.00
Valonia Cups 28-33 p.c. ....	ton	31.00	—	35.00
Beard, 40 p.c. ....	ton	—	—	43.00
Wattle Bark .....	ton	—	—	40.00

## ANTHRAQUINONE

SUBLIMED SUBLIMED PASTE

Sanborn  
Chemical Works  
PUTNAM, CONN.

## ANILINE OIL

OIL MYRBANE

THIO CARBANILIDE  
HIGHEST PURITY

RARITAN ANILINE WORKS

NEW BRUNSWICK, N. J.

## OXALIC ACID

AMERICAN ALKALI AND ACID BRAND

SPECIAL

Starches and Dextrines

for

Textile Purposes

Stein, Hall &amp; Co.

INCORPORATED

61 BROADWAY NEW YORK

## Fixed Oils

## Tanning Extracts

Chestnut, clarified, 25 p.c. tan, tanks, f.o.b. wks.....lb.	.02	—	.02½
Powdered, 60 p.c.....lb.	.05¾	—	.06
Decolorized.....lb.	.09	—	.09½
Gambler, 25 p.c. tan liq.....lb.	.07½	—	.08½
Common.....lb.	.05¾	—	.06
Cubes, Singapore.....lb.	.08	—	.08½
Hemlock, 25 p.c. tan works.....lb.	.04½	—	.04¾
Larch, 25 p.c. tan.....lb.	.04¾	—	.04¾
Crystals, 50 p.c. tan.....lb.	.08	—	.08½
Mangrove, 55 p.c. tan.....lb.	.04½	—	.05
Myrobalans, liq., 25 p.c.tan.....lb.	.05¾	—	.05¾
Solid, 50 p.c. tan.....lb.	.09	—	.09½
Oak Bark, liquid, 23-25 p.c.tan.....lb.	.05	—	.05¾
Tanks.....lb.	.04½	—	.04¾
Quebracho, liquid, 35 p.c. tks.....lb.	.03½	—	.03¾
Barrels.....lb.	.04	—	.04½
35 p.c. tan, bleaching.....lb.	.04½	—	.05
Solid, 65 p.c. tan ordinary.....lb.	.04½	—	.04¾
Clarified.....lb.	.05	—	.05¾
Spruce, liquid, 25 p.c. tan, works, tanks.....lb.	.01½	—	.01¾
Powd., 50 p.c. tan.....lb.	.02	—	.02¾
Sumac, liquid.....lb.	.07½	—	.09

## Animal and Fish Oils

(Carloads)			
Cod Newfoundland.....gal.	.42	—	.44
Tanks.....lb.	—	—	.40
Domestic, prime.....gal.	—	—	—
Degras American.....lb.	.03½	—	.03¾
English.....lb.	.03½	—	.04
Neutral.....lb.	.09	—	.13

Herring.....gal.	—	—	.25
Horse.....lb.	.05½	—	.05¾
Lard prime.....gal.	—	—	1.02
Off prime.....gal.	—	—	.87
No. 1.....gal.	—	—	.67
Extra, No. 1.....gal.	—	—	.72
No. 2.....gal.	—	—	.65
Menhaden, Light strained.....gal.	—	—	.41
Yellow, bleached.....gal.	—	—	.43
Extra, bleached, winter.....gal.	—	—	.45
Blown.....gal.	—	—	.52
Crude, f.o.b. works, bbls.....gal.	.32½	—	.35
Tanks, wks.....gal.	—	—	.32
Neatsfoot, 20 deg.....gal.	—	—	1.00
30 deg., cold test.....gal.	—	—	.95
40 deg., cold test.....gal.	—	—	.90
Pure.....gal.	—	—	.80
Oleo Oil, No. 1.....lb.	—	—	.13
No. 2.....lb.	—	—	.12½
No. 3.....lb.	—	—	—
Red Distilled.....lb.	—	—	.07½
Saponified.....lb.	—	—	.07¾
Sod.....gal.	.44	—	.46
Sperm bleached winter.....gal.	—	—	1.70
38 deg., cold test.....gal.	—	—	1.65
45 deg., cold test.....gal.	—	—	.09½
Stearic Acid, single pressed.....lb.	—	—	.10
Double pressed.....lb.	—	—	.11½
Triple pressed.....lb.	—	—	.75
Tallow acidless.....gal.	—	—	.60
Whale, natural winter.....gal.	.65	—	.67
Bleached, winter.....gal.	.04¾	—	.04¾
Crude, No. 1 tanks, Coast.....lb.	.03¾	—	.04¾
No. 2.....lb.	—	—	—

## Greases, Lards, Tallows

(New York Markets)			
Grease, Choice White.....lb.	.57½	—	.57¾
Yellow.....lb.	.04¾	—	.05
Brown.....lb.	.04	—	.04¾
House.....lb.	.04¾	—	.05
Bone Naphtha.....lb.	.05	—	.05¾

Lard City, Steam.....lb.	—	—	.09¾
Compound.....lb.	.10½	—	.11
Stearine, lard.....lb.	—	—	.14
Oleo.....lb.	.10	—	.10¾
Tallow, edible.....lb.	.07½	—	.07¾
City, Special, loose.....lb.	.06	—	.06¾

## (Chicago Markets)

Tallow, edible.....lb.	.08¾	—	.08¾
City Fancy.....lb.	—	—	.07¾
Prime Packers.....lb.	—	—	.07½
Grease, Choice White.....lb.	.07	—	.07¾
"B" White.....lb.	.05¾	—	.05¾
Yellow.....lb.	.04¾	—	.04¾
Brown.....lb.	.04	—	.04¾
Bone.....lb.	.03¾	—	.03¾
House.....lb.	.04¾	—	.04¾
Stearine, prime Oleo.....lb.	.10¾	—	.10¾
Lard.....lb.	.09½	—	.09½

## Vegetable Oils

Castor, No. 1 bbls.....lb.	—	—	.11½
Cases.....lb.	—	—	.12½
No. 3.....lb.	.10½	—	.10¾
China Wood Oil, bbls.....lb.	.15	—	.15½
*Coast, bbls.....lb.	.13¾	—	.13¾
Orient to N. Y., bbls.....lb.	.14¾	—	.14¾
Coconut Dom., Ceylon, bbls.....lb.	.09¾	—	.10
*Tanks, Spot.....lb.	.08¾	—	.09
Cochin, bbls., Dom.....lb.	.10¾	—	.11
*Tanks.....lb.	.09¾	—	.10
Manilla, tanks, coast.....lb.	.08	—	.08¾
Edible.....lb.	.12	—	.12¾
Copra, Pacific Coast.....lb.	—	—	.04½
Corn, refined, bbls.....lb.	.10½	—	.11
Crude Tanks Shipping pt.....lb.	.07¾	—	.08
Barrels.....lb.	.08¾	—	.08¾
Crude, bbls., N. Y.....lb.	.09	—	.09¾
*Cottonseed, Crude, f.o.b. mills in buyers' tanks.....lb.	.07	—	.07¾
Prime Summer, Yel. bbls.....lb.	.08¾	—	.09¾
*White.....lb.	—	—	.11
Winter, yellow.....lb.	.10¾	—	.11
*Nominal	—	—	—



for the—  
Textile  
Industries

ALBATEX.....Soluble Wool Oil Base  
BOERITE.....Wool Scouring Oil  
NOPCOCASTOR....Turkey Red Oil 75%  
NOPCOCORN.....Alizarine Assistant  
NOPCOV.....Silk Throwing Oil

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SILK SOFTENERS  
COTTON SOFTENERS

NATIONAL OIL PRODUCTS CO.

Harrison, N. J.

Chicago, Ill.

The Red Cross is spending Ten Million Dollars a Year to help the disabled ex-service man and his family  
ANNUAL ROLL CALL — NOV. 11<sup>th</sup>—24<sup>th</sup>

## Naval Stores and Fertilizers

Linseed, raw car lots.....gal.	—	—	.65
10 barrel lots.....gal.	—	—	.68
Boiled, 5-bbl. lots.....gal.	—	—	.70
Double boiled.....gal.	—	—	.71
Raw tanks.....gal.	—	—	.69
English, Shipments, bbls.gal.	.56	—	.58
Olive, denatured.....gal.	1.10	—	1.15
Edible.....gal.	1.75	—	2.00
Foots.....lb.	—	—	—
Shipment.....lb.	—	—	—
*Palm Lagos, casks.....lb.	.07½	—	.07¾
Bonny Old Calabar.....lb.	.07	—	.07¾
Niger.....lb.	.06¾	—	.06½
Palm Kernel, domestic.....lb.	—	—	—
Imported.....lb.	.08¾	—	.09
Peanut Oil, refined.....lb.	.11	—	.11½
Crude, f.o.b. mills tanks.....lb.	.08	—	.08½
*Oriental, coast, tanks.....lb.	.08½	—	.09½
*Crude, Bbls., spot.....lb.	—	—	.09½
Perilla, coast tanks.....lb.	.07	—	.07¾
Bbls., N. Y.....lb.	.09½	—	.09¾
Poppy Seed.....gal.	3.00	—	3.25
Rapeseed, ref'd bbls.....gal.	.83	—	.85
Tanks Coast.....lb.	—	—	—
Blown, bbls., 8 lbs.....gal.	.95	—	1.00
*Sesame, domestic, edible.....gal.	—	—	1.25
*Imported.....lb.	—	—	—
Soya Bean, tanks Coast, Oct.....lb.	.07	—	.07¾
New York, bbls., crude.....lb.	.08¾	—	.09
Edible.....lb.	.10¾	—	.10½
Walnut, Crude.....lb.	.10	—	.10½

## OIL CAKE AND MEAL

*Cottonseed Cake, f.o.b. Texas..	—	—	—
f.o.b. New Orleans.....	—	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	—	37.00
Columbia.....	—	—	—
New Orleans.....	—	—	—
*Corn Cake.....short ton	—	—	—
Meal Chicago.....short ton	—	—	30.00
Linseed cake, dom.....short ton	—	—	45.00
Linseed Meal.....short ton	46.00	—	47.50
*Nominal	—	—	—

## Naval Stores

(Carloads ex-dock)

Spirits Turpentine, in bbls.gal.	—	—	.75
Wood Turpentine, steam dis-	—	—	—
tilled, bbls.....gal.	—	—	—
Dest active distilled, bbls.gal.	—	—	—
Pitch Prime.....bbl.	—	—	6.50
Rosins, B.....	—	—	5.65
D.....	—	—	5.65
E.....	—	—	5.65
F.....	—	—	5.65
G.....	—	—	5.70
H.....	—	—	5.85
I.....	—	—	5.85
K.....	—	—	6.10
M.....	—	—	6.50
N.....	—	—	6.75
WG.....	—	—	7.00
WW.....	—	—	7.35
Rosin Oil, first run.....gal.	—	—	.35
Second run.....gal.	—	—	.37
Tar, kiln-burnt.....bbls.	—	—	10.50
Retort.....bbl.	—	—	10.50

## Fertilizer Materials

*Ammonium Sulfate, Bulk &	—	—	—
dbls bags.....100 lbs.	2.65	—	2.70
Blood, dried, f.o.b. N.Y.....unit	—	—	4.00
Bone, 3 and 50, ground, raw.....ton	30.00	—	32.00
Cyanamide wks.....unit	—	—	4.50
Fish Scrap, dom., dried, f.o.b.	—	—	—
works.....unit	3.50	—	.10
Nitrate Soda.....100 lbs.	2.40	—	2.45
Tankage, high-grade, f.o.b.	—	—	—
Chicago.....unit	3.00	—	.10

Phosphate Rock—F.o.b. Mines	—	—	—
Florida pebble, 68-72%.....ton	5.00	—	7.50
Tennessee, 78-80 p.c.....ton	8.00	—	9.00
Potassium muriate, 80 p.c.....unit	.75	—	.80
Sulfate.....unit	—	—	1.10

## Metals

Aluminum 98-99% Virgin.....cwt.	18.00	—	19.00
98-99% Remelted.....cwt.	—	—	—
Antimony, Jap. & Chinese.....cwt.	4.95	—	5.25
Bismuth, (See Fine Chemical Prices)	—	—	—
Cadmium.....lb.	1.40	—	1.90
Cobalt.....lb.	—	—	3.00
Copper Prime Lake.....cwt.	13.00	—	13.25
Electrolytic.....cwt.	13.00	—	13.12½
Casting.....lb.	—	—	12.50
Graphite, crude, Amorphous.....ton	15.00	—	42.50
Flake.....lb.	.03	—	.07
Iridium.....oz.	—	—	160.00
Lead Amer. S. & R. Co.....cwt.	—	—	—
Open Mkt. Price.....cwt.	4.70	—	4.80
Magnesium, 99 p.c.....lb.	—	—	1.65
Manganese ore.....unit	.25	—	.35
Mercury.....flask	—	—	38.00
Nickel Ingot.....cwt.	—	—	41.00
Shot.....cwt.	—	—	43.00
Electrolytic.....cwt.	—	—	45.00
Palladium.....oz.	51.00	—	65.00
Platinum, pure.....oz.	—	—	78.00
Silver.....oz.	—	—	99¼
Foreign.....oz.	—	—	70½
Tin Straits.....cwt.	—	—	28.50
Banca.....cwt.	—	—	—
American, pure.....cwt.	—	—	28.50
99 p.c. pure.....cwt.	—	—	28.25
Tungsten, ore per short ton unit	—	—	—
Wolframite, Chinese.....	—	—	3.00
Bolivian.....	—	—	3.75
Scheelite, Amer.....	—	—	3.75
Japanese.....	—	—	—
Zinc (Spelter) Shipment.....cwt.	—	—	—
Spot.....cwt.	—	—	5.00

DU PONT

METHYL  
ALCOHOL  
95, 97, 99.5%

Amyl Acetate  
Butyl Acetate  
Ethyl Acetate  
Refined Fusel Oil  
Amyl Acetate Substitute

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## VICTOR CHEMICAL WORKS

New York CHICAGO St. Louis  
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Manufacturers of

ACIDS  
FORMIC  
OXALIC  
PHOSPHORIC

Baking Powder Chemicals  
Ammonium Phosphate

EPSOM SALTS  
Technical U.S.P.

## Crude Drugs

Crude Drugs					
MISCELLANEOUS				BALSAMS	
Agar Agar, No. 1.....lb.	— .65	Hops, N. Y., prime.....lb.	.30 — .32	Copalba, Para.....lb.	.25 — .27
No. 2.....lb.	— .53	Pacific Coast, prime.....lb.	.30 — .32	South American.....lb.	.31 — .32
No. 3.....lb.	— .42	Isinglass, American (see Agar Agar)		Fir, Canada.....gal.	12.00 — 13.00
Agaric, white.....lb.	— 1.35	Russian.....lb.	— 10.00	Oregon.....gal.	1.45 — 1.55
Almonds, bitter.....lb.	.24 — .26	Kamala.....lb.	— 3.75	Peru.....lb.	1.45 — 1.50
Sweet.....lb.	— .35	Kola Nuts, West Indies.....lb.	.06 — .07	Tolu.....lb.	.30 — .35
Meal.....lb.	— .35	Leeches.....lb.	— 15.00		
Ambergris, black.....oz.	— 8.00	Lime Juice, clarified.....gal.	.60 — .75		
Grey.....oz.	— 25.00	Lupulin.....lb.	— 1.25		
Areca Nuts.....lb.	.08 — .09	Lycopodium.....lb.	1.75 — 2.00		
Powdered.....lb.	.13 — .14	Manna, large flake.....lb.	.73 — .75		
Balm of Gilead Buds.....lb.	.65 — .70	Small flake.....lb.	— .50		
Burgundy Pitch, Dom.....lb.	— .05	Moss, Iceland.....lb.	— .09		
Cantharides, Chinese.....lb.	.80 — .85	Irish, Bleached.....lb.	.08 — .10		
Powdered.....lb.	.95 — 1.00	Musk, pods., Cabardine.....oz.	16.00 — 17.00		
Russian, whole.....lb.	— 2.25	Tonquin.....oz.	18.00 — 20.00		
Powdered.....lb.	2.35 — 2.45	Grain, Cab.....oz.	25.00 — 27.00		
Cascara Amarga.....lb.	— .80	Tonquin.....oz.	33.00 — 35.00		
Castoreum.....lb.	— 4.00	Synthetic, See Aromatic Chemicals			
Charcoal Willow, powdered.....lb.	.06 — .06 1/2	Nutgalls, Chinese.....lb.	.16 — .17		
Wood, powdered.....lb.	.04 — .04 1/2	Aleppy.....lb.	.13 — .14		
Civet.....oz.	2.75 — 2.90	Nux Vomica, whole.....lb.	.10 — .11		
Cochineal, U.S.P.....lb.	.45 — .55	Powdered.....lb.	.15 — .16		
Colocynth, Apples.....lb.	.30 — .35	Quassia Chips.....lb.	— .09		
Pulp, U.S.P.....lb.	.30 — .35	Sandalwood, Chips.....lb.	— .35		
Spanish Apples.....lb.	.35 — .38	Ground.....lb.	— .40		
Cuttlefish Bone, Trieste.....lb.	.18 — .20	Scammony, resin.....lb.	— 1.25		
Jewelers, large.....lb.	.75 — .80	Spermaceti, blocks.....lb.	.28 — .30		
Small.....lb.	.75 — .80	Storax, liquid tech.....lb.	— 1.25		
French.....lb.	.18 — .20	Gen., U.S.P.....lb.	— 1.50		
Dragon's Blood, Mass.....lb.	.30 — .33	Tamarinds, bbls.....lb.	.03 1/2 — .04		
Reeds.....lb.	.70 — .72	Kegs.....per keg	— 3.00		
Eroot, Russian.....lb.	— —	Tar, Barbadoes.....gal.	1.25 — 1.40		
Spanish.....lb.	1.20 — 1.30	Turpentine, Venice, True.....lb.	.60 — .65		
Grains of Paradise.....lb.	.16 — .17	Artificial.....lb.	.10 — .11		
Guarana.....lb.	— .80	Spirits, See Naval Stores			
Honey Calif.....lb.	— .10	*Nominal			



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## Crude Drugs

Orange Peel, bitter .....	lb.	.06	—	.07
Sweet .....	lb.	.05	—	.06
Prickly Ash, Southern .....	lb.	.16	—	.17
Northern .....	lb.	.16	—	.17
Pomegranate of Root .....	lb.	.17	—	.18
of Fruit .....	lb.	.17	—	.18
Sassafras, ordinary .....	lb.	.15	—	.16
Select .....	lb.	.25	—	.26
Simaruba .....	lb.	—	—	.15
Soap whole .....	lb.	.07	—	.07½
Cut .....	lb.	.10	—	.11
Crushed .....	lb.	.09½	—	.10
Wahoo of Root .....	lb.	—	—	.55
of Tree .....	lb.	.25	—	.28
Willow, Black .....	lb.	—	—	.06
White .....	lb.	—	—	.15
White Pine Rosed .....	lb.	—	—	.06
White Poplar .....	lb.	—	—	.04
Wild Cherry .....	lb.	—	—	.08
Thin Green Rosed .....	lb.	.16	—	.18
Thick Rosed .....	lb.	.10	—	.12
Thin Natural .....	lb.	.09	—	.10
Thick Natural .....	lb.	.06	—	.07
Witch Hazel .....	lb.	—	—	.08

## BEANS

Calabar .....	lb.	—	—	.20
Cassia Fistula .....	lb.	.07½	—	.08
Castor .....	lb.	.03	—	.03½
St. Ignatius .....	lb.	—	—	.35
St. John's Bread .....	lb.	.06	—	.08
Tonka, Angostura .....	lb.	1.15	—	1.25
Para .....	lb.	.80	—	.90
Surinam .....	lb.	.85	—	.90
Vanilla, Mexican, whole .....	lb.	5.50	—	6.50
Cuts .....	lb.	4.75	—	5.25
Bourbon .....	lb.	2.25	—	2.30
South American .....	lb.	3.75	—	4.25
Tahiti, Yellow Label .....	lb.	1.75	—	1.80
Green Label .....	lb.	1.75	—	1.80

## BERRIES

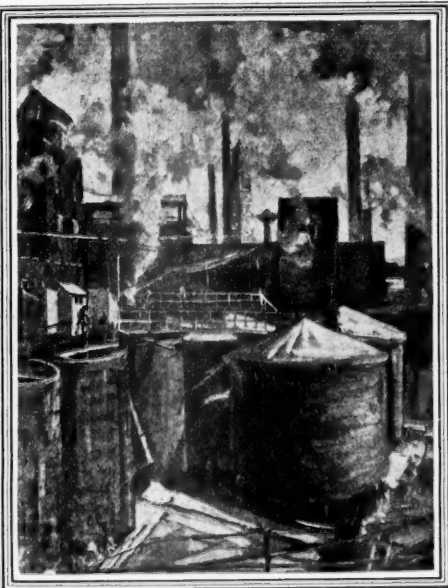
Cubeb, ordinary .....	lb.	.90	—	1.00
XX .....	lb.	1.00	—	1.10
Powdered .....	lb.	.90	—	1.00
Fish .....	lb.	.07½	—	.09
Horse, Nettle, dry .....	lb.	.35	—	.40
Juniper .....	lb.	.03¼	—	.04
Laurel .....	lb.	—	—	.08
Poke .....	lb.	—	—	.18
Prickly Ash .....	lb.	.11	—	.12
Raspberries, dried .....	lb.	.35	—	.40
Saw Palmetto .....	lb.	.13	—	.14
Sloe .....	lb.	.14	—	.15

## FLOWERS

Arnica .....	lb.	.12	—	.13
Borage .....	lb.	.30	—	.32
Calendula Petals, Imp. ....	lb.	—	—	.65
Chamomile, Hungarian .....	lb.	.21	—	.22
Roman .....	lb.	—	—	.22
Clover Tops .....	lb.	.10	—	.11
Dogwood .....	lb.	.15	—	.16
Elder .....	lb.	.25	—	.30
Insect, open whole .....	lb.	.23	—	.25
Closed whole .....	lb.	—	—	.40
Powder, Pure .....	lb.	.36	—	.40
Flowers and stems, 50 p.c. lb.	lb.	—	—	.25
Kousso .....	lb.	—	—	1.25
Lavender .....	lb.	.25	—	.26
Linden, with Leaves .....	lb.	.12	—	.13
Without Leaves .....	lb.	.24	—	.25
Malva, blue .....	lb.	—	—	.40
*Black .....	lb.	—	—	1.50
Mullein .....	lb.	—	—	.75
Orange .....	lb.	—	—	.75
Peony, red .....	lb.	—	—	.45
Pony, red .....	lb.	—	—	.50
Saffron, American .....	lb.	—	—	1.35
Valencia .....	lb.	—	—	13.75
Violet .....	lb.	—	—	.70
Tilla (see Linden) .....	lb.	—	—	
*Nominal				

## GUMS

Aloes, Barbados .....	lb.	—	—	.50
Cape .....	lb.	.09	—	.10
Curacao, cases .....	lb.	.06½	—	.07
Socotrine, whole .....	lb.	—	—	.48
Ammoniac, tears .....	lb.	—	—	1.60
Arabic, firsts .....	lb.	.26	—	.27
Seconds .....	lb.	.22	—	.23
Sorts Amber .....	lb.	.09½	—	.10
Powdered, U.S.P. ....	lb.	.19	—	.22
Asafetida, whole, U.S.P. ....	lb.	.30	—	.33
Powdered .....	lb.	.60	—	.65
Benzoin, Slam .....	lb.	—	—	1.50
Sumatra .....	lb.	.21	—	.22
Camphor, ref., See Fine chem. list				
Catechu .....	lb.	.10	—	.12
Chicle .....	lb.	.75	—	.80
Damar .....	lb.	.19	—	.20
Euphorbium .....	lb.	—	—	.35
Powdered .....	lb.	—	—	.55
Galbanum .....	lb.	1.20	—	1.25
Gambier .....	lb.	.08½	—	.06
Gamboge .....	lb.	—	—	1.00
Guaiac .....	lb.	.30	—	.37
Karaya, Powdered .....	lb.	.18	—	.22
Kino .....	lb.	—	—	.50
Mastic .....	lb.	.40	—	.45
Myrrh, Select .....	lb.	.43	—	.45
Sorts .....	lb.	.40	—	.42
Oilbanum, siftings .....	lb.	.11	—	.12
Tears .....	lb.	.15	—	.20
Opium, See fine chem. list				
Sandarac .....	lb.	.31	—	.32
Scammony Resin .....	lb.	—	—	1.40
Senegal, plcked .....	lb.	.16	—	.17
Spruce .....	lb.	—	—	1.00
Storax, Tech. cases, See Misc'l. Drugs				
Thus .....	lb.	.06	—	.06½
Tragacanth, Aleppo first .....	lb.	2.95	—	3.05
No. 2 to No. 6 .....	lb.	1.00	—	3.00
Powdered .....	lb.	1.25	—	1.75
Turkish .....	lb.	1.00	—	2.30



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SHELLAC		
D. C. ....lb.	—	.85
Fine Orange ....lb.	—	.75
Second Orange ....lb.	—	.70
T. N. ....lb.	—	.65
Regular bleached ....lb.	—	.75
Bone Dry ....lb.	—	.76

LEAVES AND HERBS		
Aconite ....lb.	.27	.28
Balmomy ....lb.	.15	.16
Belladonna ....lb.	.16	.18
Boneset, leaves and tops...lb.	.09	.10
Buchu, short ....lb.	1.00	1.10
Long ....lb.	—	—
Cannabis, true, imported...lb.	—	—
American, (no assay)....lb.	—	.20
U.S.P. ....lb.	—	.30
Catnip ....lb.	.10	.15
Chestnut ....lb.	—	.06
Chiretta ....lb.	—	.22
Coca, Huanuco ....lb.	—	—
Truxillo ....lb.	—	.50
Coltsfoot ....lb.	.08	.09
Corn Silk ....lb.	.06	.06½
Damiana ....lb.	.11	.12
Deer Tongue ....lb.	—	.09
Digitalis ....lb.	.10	.12
Eucalyptus ....lb.	—	.06
Euphorbia Pilulifera ....lb.	.11	.12
Grindelia Robusta ....lb.	—	.10
Henbane ....lb.	.18	.20
Henna ....lb.	.18	.20
Horehound ....lb.	.09	.10
Jaborandi ....lb.	—	.38

Laurel ....lb.	.03¼	.04
Life Everlasting ....lb.	—	.06
Liverwort ....lb.	.28	.30
Lobelia ....lb.	.14	.15
Matico ....lb.	—	.20
Marjoram, German ....lb.	—	.21
French ....lb.	.12½	.14
Motherwort Herb ....lb.	—	.14
Pennyroyal ....lb.	.08	.12
Peppermint, American ....lb.	.14	.20
Pichi ....lb.	.10	.11
Prince's Pine ....lb.	—	.16
Plantain ....lb.	—	.15
Pulsatilla ....lb.	—	.50
Queen of the Meadow ....lb.	—	.07
Rose, pale and red....lb.	.25	.48
Rosemary ....lb.	.04½	.05
Rue ....lb.	.25	.30
Sage, Dalmatian ....lb.	.05	.06
Greek ....lb.	.04	.04½
Spanish ....lb.	.04½	.05
Savory ....lb.	.10	.12
Senna, Alexandria, whole...lb.	.58	.60
Half Leaf ....lb.	.24	.25
Siftings ....lb.	.10	.11
Tinnevely, Jobbing ....lb.	.14	.16
Grinding ....lb.	.06	.09
Pods ....lb.	.08	.10
Powdered ....lb.	.09	.11
Sideritis, cut ....lb.	—	.22
Skullcap, Western ....lb.	—	.20
Spearmint, American ....lb.	—	.20
Squaw Vine ....lb.	.15	.16
Stramonium ....lb.	.17	.22
Tansy ....lb.	.16	.22
Thyme Spanish ....lb.	.06	.06¼
French ....lb.	.10	.10½
Uva Ursi ....lb.	.04	.04½
Witch Hazel ....lb.	.07	.08
Wormwood, imported ....lb.	.15	.16
Yerba Santa ....lb.	.12	.13

ROOTS		
Aconite, U.S.P. ....lb.	—	.21
Aletris (Unicorn true)....lb.	.40	.42
Alkanet ....lb.	.16	.17
Althea, cut ....lb.	.10	.12
Whole ....lb.	.09	.10
Angelica American ....lb.	—	.19
Arnica ....lb.	—	.70
Arrowroot, American ....lb.	—	.06
Bermuda ....lb.	—	—
St. Vincent ....lb.	.04	.05
Bamboo Brier ....lb.	—	.07
Bearsfoot ....lb.	.06	.06½
Belladonna ....lb.	.18	.19
Berberis, Aquifolium ....lb.	—	.20
Beth ....lb.	.17	.18
Blood ....lb.	.14	.15
Blueflag ....lb.	.35	.36
Bryonia ....lb.	—	.13
Burdock ....lb.	.11	.12
Calamus, bleached ....lb.	—	.42
Unbleached, natural ....lb.	—	.12
Cohosh, black ....lb.	.08	.09
Blue ....lb.	.08	.10
Colchicum ....lb.	.20	.21
Colombo, whole ....lb.	.02	.04
Comfrey ....lb.	.30	.32
Culver's ....lb.	.15	.16
Cranesbill ....lb.	—	.14
Dandelion, Imported ....lb.	.09	.10
Doggrass, U.S.P., cut....lb.	.12	.14
Echinacea ....lb.	—	.35
Elecampane ....lb.	.13	.14
Galangal ....lb.	.10	.11
Gelsemium ....lb.	.14	.15
Gentian ....lb.	—	.08

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See Spices.....		Serpentaria.....lb.	— .80	Hemp, Manchurian.....lb.	.03½ — .04½	
Ginseng, Cultivated.....lb.	1.00 — 3.00	Skunk Cabbage.....lb.	.20 — .22	Chilian.....lb.	— —	
Northwestern wild.....lb.	6.00 — 8.00	Snake, Canada natural.....lb.	.30 — .32	Job's Tears, white.....lb.	— .08	
Southern wild.....lb.	5.00 — 7.00	Stripped.....lb.	— .50	Larkspur.....lb.	— .17	
Gold Seal.....lb.	— 3.45	Spikenard.....lb.	.20 — .21	Lobelia.....lb.	— .70	
Powdered.....lb.	— 4.00	Squill, white.....lb.	.05 — .06	Mustard, Bari, Brown.....lb.	— .10	
Hellebore, Black, Imported.....lb.	— .35	Stillingia.....lb.	.10 — .10½	Bombay, Brown.....lb.	— .06½	
White.....lb.	— .15	Stone.....lb.	— .10	California, Brown.....lb.	.04½ — .04¾	
Powdered.....lb.	— .16	Turmeric Madras.....lb.	.05½ — .06	Yellow.....lb.	.06½ — .07	
Helonias (Unicorn false).....lb.	.48 — .50	Aleppy.....lb.	.05½ — .06	Chinese, Yellow.....lb.	.07 — .08	
Ipecac Cartagena.....lb.	1.35 — 1.40	China.....lb.	.05½ — .06	English, Yellow.....lb.	.06 — .06½	
Powdered.....lb.	1.65 — 1.75	Unicorn false, See Helonias		Danish, Yellow.....lb.	.05½ — .06	
Rio whole.....lb.	1.35 — 1.40	True, See Aletris		Dutch, Yellow.....lb.	.06 — .05½	
Powdered.....lb.	1.65 — 1.75	Valerian, Belgian.....lb.	.10 — .12	Poppy, Dutch.....lb.	.09½ — .09¾	
Jalap, whole.....lb.	.13 — .16	Yellow Dock.....lb.	— .15	Turkish.....lb.	— .08½	
Powdered, U.S.P.....lb.	.23 — .25	Yellow Parilla.....lb.	— .30	Blue Indian.....lb.	— .06	
Kava Kava.....lb.	— .17			White Indian.....lb.	.07 — .07½	
Lady Slipper.....lb.	— .80			Quince.....lb.	.90 — .95	
Licorice, *Russian, cut.....lb.	— —			Rape South Amer.....lb.	.04½ — .06½	
Spanish natural bales.....lb.	.06 — .07			Japanese, small.....lb.	— .08½	
Selected.....lb.	.21 — .22			Sabadilla.....lb.	— .11	
Powdered.....lb.	.12 — .13			Stavesacre.....lb.	— .23	
Lovage.....lb.	.45 — .50			Stramonium.....lb.	— .24	
Manuca.....lb.	— .20			Strophanthus, Hispidus.....lb.	— —	
Mandrake.....lb.	.10 — .11			Kombe.....lb.	— .35	
Musk, Russian.....lb.	.90 — .95			Sunflower, domestic.....lb.	.04½ — .05	
Orris, Florentine bold.....lb.	.08½ — .09			South American.....lb.	.04 — .04½	
Verona.....lb.	.06 — .06½			Worm, American.....lb.	.10 — .12	
Powdered.....lb.	.08 — .11			*Levant.....lb.	— 1.30	
Fingers.....lb.	.85 — 1.00					
Pareira Brava.....lb.	— .25					
Pellitory.....lb.	— .08					
Pink true.....lb.	— .90					
Pleurisy.....lb.	— .19					
Poke.....lb.	— .09					
Rhatany.....lb.	.10 — .11					
Rhubarb.....lb.						
High Dried.....lb.	.35 — .36					
Powdered.....lb.	.38 — .40					
Sarsaparilla, Honduras.....lb.	.45 — .48					
Mexican.....lb.	.42 — .45					
Scammony Root.....lb.	— .05½					

Senega.....lb.	.75 — .76		
Serpentaria.....lb.	— .80		
Skunk Cabbage.....lb.	.20 — .22		
Snake, Canada natural.....lb.	.30 — .32		
Stripped.....lb.	— .50		
Spikenard.....lb.	.20 — .21		
Squill, white.....lb.	.05 — .06		
Stillingia.....lb.	.10 — .10½		
Stone.....lb.	— .10		
Turmeric Madras.....lb.	.05½ — .06		
Aleppy.....lb.	.05½ — .06		
China.....lb.	.05½ — .06		
Unicorn false, See Helonias			
True, See Aletris			
Valerian, Belgian.....lb.	.10 — .12		
Yellow Dock.....lb.	— .15		
Yellow Parilla.....lb.	— .30		

SEEDS	
Anise, Levant.....lb.	— .21
Star.....lb.	— .15
Spanish.....lb.	.12½ — .13
Morocco.....lb.	.05½ — .06
Annatto.....lb.	.03 — .03½
Canary, *Spanish.....lb.	— .04
South American.....lb.	.03½ — .04
Caraway, African.....lb.	.06½ — .07
Dutch.....lb.	.06½ — .07
Cardamom, bleached.....lb.	.90 — 1.10
Decorticated.....lb.	.36 — .38
Celery.....lb.	.13½ — .14
Colchicum.....lb.	.33 — .34
Coriander, Bombay.....lb.	— .06
Morocco Unbleached.....lb.	— .09
Bleached.....lb.	— .09
Cumin, Levant.....lb.	— .08½
Morocco.....lb.	— .06
Dill.....lb.	.08 — .08½
Fennel, French.....lb.	.08½ — .09
German.....lb.	— 11.50
Flax, whole.....per bu.	— .06½
Ground.....lb.	— .06½
*Nominal	

SPICES	
Cassia Buds.....lb.	.13 — .14
China, Selected, mats.....lb.	.07 — .07½
Saigon, assortment.....lb.	.21 — .24
Cinnamon, Ceylon.....lb.	.41 — .43

## SEEDS

Anise, Levant .....	lb. — — .21
Star .....	lb. — — .15
Spanish .....	lb. .12½ — .13
Morocco .....	lb. — — .05½
Annatto .....	lb. .03 — .03½
Canary, *Spanish .....	lb. — — —
South American .....	lb. .03½ — .04
Caraway, African .....	lb. .06½ — .07
Dutch .....	lb. .06½ — .07
Cardamom, bleached .....	lb. .90 — 1.10
Decorticated .....	lb. .36 — .38
Celery .....	lb. .13½ — .14
Colchicum .....	lb. .33 — .34
Coriander, Bombay .....	lb. — — —
Morocco Unbleached .....	lb. — — .06
Bleached .....	lb. — — .08
Cumin, Levant .....	lb. — — —
Morocco .....	lb. .08½ — .09
Dill .....	lb. — — .06
Fennel, French .....	lb. .08 — .08½
German .....	lb. .08½ — .09
Flax, whole .....	per bbl. — — 11.50
Ground .....	lb. — — .06½
*Nominal	

## SPICES

Cassia Buds .....	lb. .13 — .14
China, Selected, mats .....	lb. .07 — .07½
Saigon, assortment .....	lb. .21 — .24
Cinnamon, Ceylon .....	lb. .14 — .18

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Jamaica, grinding .....	lb.	.37	— .40
Fancy Bold .....	lb.	.40	— .42
Japan .....	lb.	—	— .08½
Cochin lemon .....	lb.	.08	— .08½
Mace, Slaw .....	lb.	.31	— .32
Banda, No. 1 .....	lb.	.34	— .35
Batavia .....	lb.	.24	— .26
Nutmegs, 110s .....	lb.	.14	— .15
75s-80s .....	lb.	.13	— .19
Pepper, Black Sing. ....	lb.	.08	— .08½
White .....	lb.	.14	— .14½
Peppers, Red, Mombasa ..	lb.	.23	— .29
Cherries .....	lb.	.19	— .19½
Bombay .....	lb.	.14½	— .15
Japan .....	lb.	.32	— .33
Pimento, Select .....	lb.	.04	— .04½

## WAXES

Bayberry .....	lb.	.19½	— .21
Bees, white .....	lb.	.34	— .35
Yellow, clean .....	lb.	.15	— .17
Crude .....	lb.	.12½	— .13
Candelilla .....	lb.	.25	— .27
Carnauba, Flor. ....	lb.	.55	— .56
No. 1, North Country ..	lb.	.47	— .48
No. 2, North Country ..	lb.	—	— .26
No. 3, Fatty Gray .....	lb.	—	— .15
No. 3, Chalky .....	lb.	—	— .15
Ceresin Yellow .....	lb.	.08	— .09
White .....	lb.	.08½	— .10
Japan .....	lb.	.22	— .24
Montan, crude .....	lb.	—	— .05
*Bleached .....	lb.	—	— .20
Ozokerite, brown .....	lb.	.22	— .24
Green .....	lb.	—	— .24
Refined, yellow .....	lb.	—	— .06
Paraffin, ref'd 128-130 deg.m.p.	lb.	.06	— .07
Ref'd 118-120 deg. ....	lb.	.03½	— .05
Stearic Acid, See Animal Oils			
*Nominal			

## Essential Oils

Almond, Bitter, U.S.P. ....	lb.	5.25	— 6.75
Bitter, f.f. P.A. ....	lb.	5.50	— 6.00
Artificial, U.S.P., See Aromatic Chem.			
Sweet .....	lb.	.42½	— .45
Peach Kernel (Apricot) ..	lb.	.28	— .32
Amber, Crude .....	lb.	1.00	— 1.05
Rectified .....	lb.	1.30	— 1.40
Anise Technical .....	lb.	.55	— .60
U. S. P. ....	lb.	.60	— .65
Bay .....	lb.	2.25	— 2.35
Bergamot .....	lb.	5.50	— 5.75
Artificial .....	lb.	—	— 3.00
Birch Tar, Rect. ....	lb.	—	— 2.90
Crude .....	lb.	—	— 2.00
Bois de Rose .....	lb.	2.50	— 4.50
Cade .....	lb.	.75	— .90
Cajuput, Native .....	lb.	.60	— .65
U.S.P. ....	lb.	.70	— .75
Camphor, by-product .....	lb.	.09	— .10½
Japanese white .....	lb.	—	— .30
Cananga, Native .....	lb.	3.25	— 3.50
Rectified .....	lb.	4.25	— 4.50
Caraway, Rectified .....	lb.	1.45	— 1.60
Cassia Technical .....	lb.	1.10	— 1.20
Lead, Free .....	lb.	1.25	— 1.30
Redistilled, U.S.P. ....	lb.	1.50	— 1.60
Cedar Leaf .....	lb.	.80	— .85
Cedar Wood, light .....	lb.	.35	— .38
Cinnamon, Ceylon, heavy ..	lb.	17.50	— 18.50
Leaf .....	lb.	2.00	— 2.25
Citronella, Ceylon .....	lb.	.37	— .39
Java .....	lb.	.62	— .63
Cloves, cans .....	lb.	2.05	— 2.10
Bottles .....	lb.	2.10	— 2.20
Copaiba, U.S.P. ....	lb.	.70	— .72
Coriander, U.S.P. ....	lb.	10.50	— 11.00
Croton .....	lb.	1.10	— 1.20
Cubebs, U.S.P. ....	lb.	6.50	— 6.75
Cumin .....	lb.	5.00	— 5.25
Dill .....	lb.	—	— 4.50
Erigeron .....	lb.	—	— 2.50

Eucalyptus, Australian, U.S.P.	lb.	.48	— .50
Fennel, sweet, U.S.P. ....	lb.	1.70	— 1.80
Geranium, Rose Algerian ..	lb.	4.25	— 4.50
Bourbon (Reunion) .....	lb.	3.75	— 4.25
*Turkish .....	lb.	3.40	— 3.50
Ginger .....	lb.	—	— 6.75
Gingergrass .....	lb.	—	— 3.25
Hemlock .....	lb.	—	— .75
Juniper Berries, rect. ....	lb.	1.90	— 2.00
Wood .....	lb.	—	— .75
Lavender Flowers, U.S.P. ....	lb.	4.00	— 4.50
Spice Spanish .....	lb.	1.00	— 1.15
Lemon, U.S.P. ....	lb.	.75	— .90
Lemongrass, Native .....	lb.	1.00	— 1.06
Limes, Expressed .....	lb.	3.25	— 3.50
Distilled .....	lb.	.55	— .65
Linaloe .....	lb.	2.45	— 2.50
Mace, distilled .....	lb.	1.10	— 1.20
Mirbane, ref., see Aromatic Chemicals			
Mustard, natural .....	lb.	—	— 20.00
Artificial .....	lb.	—	— 3.40
Neroli, Bigarade .....	oz.	8.00	— 25.00
Petale .....	oz.	10.00	— 30.00
Artificial .....	lb.	14.00	— 15.00
Nutmeg, U.S.P. ....	lb.	1.10	— 1.20
Orange, bitter .....	lb.	2.10	— 2.20
Sweet, West Indian .....	lb.	2.00	— 2.25
Italian .....	lb.	2.75	— 3.00
Origanum, Imitation .....	lb.	.30	— .33
Patchouli .....	lb.	8.25	— 9.25
Pennyroyal, domestic .....	lb.	—	— 1.90
Imported .....	lb.	1.20	— 1.30
Peppermint Natural, tins ..	lb.	1.75	— 2.00
Redistilled, U.S.P. ....	lb.	2.10	— 2.25
Japanese .....	lb.	—	— 1.15
Petit Grain, So. America ..	lb.	—	— 2.25
French .....	lb.	—	— 10.00
Pinus Sylvestris .....	lb.	—	— 1.75
Pumillo .....	lb.	—	— 4.50
Rose, French .....	oz.	—	— 10.00
Bulgarian .....	oz.	7.50	— 9.25
Artificial .....	oz.	—	— 2.50

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## Aromatic Chemicals

Rosemary, U.S.P. ....lb.	.55	— .65
Tech. ....lb.	.45	— .50
Sandalwood, East India....lb.	6.75	— 6.90
West Indian ....lb.	4.00	— 4.50
Sassafras, natural ....lb.	1.00	— 1.10
Artificial ....lb.	.53	— .55
Savin ....lb.	—	5.00
Spearmint ....lb.	2.75	— 3.00
Spruce ....lb.	—	.75
Tansy, Amer. ....lb.	7.25	— 7.50
Tar, bbis. ....gal.	.30	— .32
Refined, U.S.P., cans....gal.	—	1.00
Thyme, red, U.S.P. ....lb.	1.10	— 1.15
White, U.S.P. ....lb.	1.20	— 1.30
Verivert, Bourbon ....lb.	5.50	— 6.00
Wine, heavy ....lb.	—	3.00
Wintergreen, sweet birch....lb.	2.25	— 2.50
Genuine Gaultheria ....lb.	4.25	— 4.75
Synthetic, U.S.P., bulk....lb.	.30	— .32
Wormseed Baltimore ....lb.	3.40	— 3.50
Wormwood Dom. ....lb.	12.50	— 13.00
Ylang Ylang, Bourbon....lb.	12.00	— 15.00
Manila ....lb.	25.00	— 32.00
Artificial ....lb.	—	10.00

## Oleo-resins

Aspidium (Malefern) ....lb.	4.00	— 4.25
Capsicum ....lb.	3.00	— 3.25
Cubeb ....lb.	7.00	— 7.50
Ginger ....lb.	3.00	— 3.30
Malefern ....lb.	4.00	— 4.25
Mullein (so-called) ....lb.	—	5.00
*Orris, domestic ....lb.	—	20.00
Imported ....lb.	—	22.00
Pepper, black ....lb.	—	6.00
Vanilla ....lb.	8.75	— 10.00

## Perfumers' Sundries

Ambergris, black ....oz.	—	8.00
Ambergris, gray ....oz.	—	23.00
Chalk, precipitated ....lb.	.02 3/4	— .03 3/4
Civet ....oz.	2.75	— 3.00
Lanolin hydrous ....lb.	.12	— .13
Lanolin anhydrous ....lb.	.16	— .17
Musk Cab., pods ....oz.	16.00	— 17.00
Musk. Cab., grains ....oz.	25.00	— 27.00
Musk, Tonquin, grains....oz.	33.00	— 35.00
Musk, Tonquin, pods ....oz.	18.00	— 20.00
Orris Root, Florentine, wholelb.	.09	— .10
Verona ....lb.	.06	— .07
Powdered, Gran. ....lb.	.08	— .12
Rice Starch ....lb.	.15	— .16
Talc, Italian ....ton	45.00	— 46.00
Talc, French ....ton	27.00	— 28.00
Talc, domestic ....ton	18.00	— 20.00

## Aromatic Chemicals

## Natural Derivatives

Anethol ....lb.	—	1.75
Borneol ....lb.	—	3.50
Citronellol ....lb.	10.00	— 15.00
Citral ....lb.	3.50	— 3.60
Eucalyptol ....lb.	.80	— .85
Eugenol ....lb.	3.25	— 3.50
Geraniol ....lb.	2.00	— 3.50
Iso-Eugenol ....lb.	5.00	— 5.50
Linalool ....lb.	6.50	— 7.00
Menthhol ....lb.	4.75	— 4.85
Rhodinol ....lb.	12.00	— 15.00
Safrol ....lb.	.67	— .70

## Synthetic Aromatics

Acetophenone, C.P. ....lb.	3.50	— 4.50
Amyl Salicylate ....lb.	1.25	— 1.35
Anisic Aldehyde ....lb.	—	6.00
Benzaldehyde, U.S.P. ....lb.	—	1.25
Free From Chlorine....lb.	—	1.75
Benzyl Acetate ....lb.	1.25	— 1.75
Benzyl Alcohol ....lb.	1.25	— 1.75
Benzyl Benzoate ....lb.	.80	— .90
Bromstyrol ....lb.	—	6.25
Cinnamic Acid ....lb.	—	3.00
Cinnamic Aldehyde ....lb.	—	4.50
Coumarin ....lb.	4.15	— 4.25
Resale ....lb.	—	4.00
Diphenyloxide ....lb.	—	.90
Ethyl Cinnamate ....lb.	—	5.50
Geranyl Acetate ....lb.	5.50	— 6.00
Heliotropin ....lb.	—	3.00
Indol, C. P. ....oz.	—	10.00
Linalyl Acetate ....lb.	9.50	— 10.00
Linalyl Benzoate ....lb.	—	17.00
Methyl Anthranilate ....lb.	4.50	— 4.75
Methyl Cinnamate ....lb.	—	.70
Methyl Paracresol ....lb.	5.50	— 8.00
Methyl Salicylate ....lb.	.30	— .32
Mirbane, rect., drums extra..lb.	.13	— .13 1/2
Musk Ambrette ....lb.	19.00	— 20.00
Musk Ketone ....lb.	—	15.00
Musk Xylene ....lb.	3.00	— 3.25
Nerolin ....lb.	—	2.50
Phenylacetaldehyde ....lb.	9.00	— 11.00
Phenylacetic Acid ....lb.	4.00	— 4.25
Phenylethylalcohol ....lb.	7.50	— 8.50
Terpineol, C. P. ....lb.	.45	— .60
Vanillin ....oz.	—	.50
Violet, artificial (Ionone)....lb.	—	8.00
Yara Yara Crystals....lb.	—	2.50

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**ALBUMEN**—26 cs., Balfour, Williamson & Co., Glasgow; 50 cs., French Kreme Co., Shanghai; 33 cs., Balfour, Williamson & Co., Shanghai; 112 cs., T. M. Duché & Sons, Hankow; **Blood**, 4 csk., C. H. Reisig, Liverpool  
**ALMONDS**—75 csk., American Express Co., Marseilles; 150 csk., Higginson Co., Marseilles; 50 csk., London & Brazil Bank, Marseilles; 150 csk., New York Trust Co., Marseilles; 6 cs., Grand Trunk Railway, Marseilles; 50 csk., London & Brazil Bank, Marseilles; 64 bxs., Hudson Forwarding & Shipping Co., Almeria; 250 bxs., Austin, Nichols & Co., Malaga; 1,300 bxs., Irving National Bank, Malaga; 600 bxs., Brown Bros. & Co., Malaga; 150 bxs., Park & Tilford, Malaga; 5 bgs., 25 bxs., A. E. Rittwagen, Cadiz; 150 bgs., Order, Cadiz; 30 bgs., Order, Rotterdam; 100 cs., H. P. Winter & Co., Bordeaux; 13 bgs., W. B. Erskine, Bordeaux; 4 bgs., Order, Naples; 60 csk., Anglo South American Bank, Valencia; 100 csk., Order, Valencia; 200 csk., Shawmut Corporation, Tarragona; 50 csk., Irving National Bank, Tarragona; 300 csk., Heidelberg, Ickelheimer & Co., Tarragona; 300 csk., W. Schall & Co., Tarragona; 1,250 csk., Order, Tarragona; 500 cs., Order, Denia  
**ALOES**—60 cs., Selma Mercantile Corporation, Curacao; 5 kgs., S. B. Penick & Co., Rotterdam; 142 cs., Saurat & Whitney, Curacao; 294 cs., Selma Mercantile Co., Curacao; 36 cs., R. Desvernine, Curacao; 44 cs., Ultramares Corporation, Puerto Cabello

**AMMONIUM CARBONATE**—10 csk., Farmers Loan & Trust Co., Liverpool  
**BALSAM**—114 cs., Schafer & Meyer, Para; 119 cs., Order, Para; **Copaiba**, 20 drs., American Trading Co., Ciudad Bolivar  
**BARIUM SALTS**—Carbonate, 122 bbls., Order, Hamburg; **Peroxide**, 50 drs., Eli Lilly & Co., London  
**BARK**—92 bbls., Cohen & Co., Nassau; 26 bbls., Peck & Velsor, Hamburg; **Siftings**, 13 bgs., 15 bbls., Cohen & Co., Nassau  
**BARYTES**—2 cs., 812 csk., Irving National Bank, Genoa  
**BLEACHING POWDER**—245 drs., Globe Shipping Co., Hamburg; 100 drs., Globe Shipping Co., Hamburg; 318 drs., McLaughlin & Freeman Co., Hamburg; 55 csk., Order, Antwerp  
**BRONZE POWDER**—37 cs., C. B. Richard & Co., Bremerhaven; 2 cs., United Metal Leaf & Bronze Powder Co., Hamburg  
**CHALK**—Precipitated, 375 bgs., 50 csk., H. J. Baker & Bro., Bristol  
**CHEMICALS**—144 pkgs., Merck & Co., Rotterdam; 29 csk., Pfaltz & Bauer, Bremerhaven; 21 csk., A. Klipstein & Co., Bremerhaven; 11 cs., 2 csk., Schering & Glatz, Hamburg; 365 pkgs., A. Klipstein & Co., Hamburg; 4 bbls., Hummel & Robinson, Hamburg; 200 csk., A. Klipstein & Co., Hamburg; 80 csk., Order, Hamburg; 106 csk., A. Klipstein & Co., Hamburg; 20 csk., A. Klipstein & Co., Hamburg; 60 csk., Order, Hamburg; 35 csk., Roessler & Haaslacher Chemical Co., Antwerp; 29 cs., Ciba Co., Antwerp; 16 cs., F. B. Vandegrift & Co., Antwerp; 40 bbls., Order, Bristol  
**CLAY**—100 tons, Hammill & Gillespie, Bristol; China, 1,522 tons, 13 cwt., Moore & Munger, Fowey; 67 bgs., Reichard, Coulston, Bristol; 150 bgs., Order, Bristol  
**COCHINEAL**—1 csc., D. Kleckner, Havre  
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**COLORS**—2 bxs., B. F. Drakenfeld & Co., Liverpool; 3 cs., Order, London; 6 csk., Commonwealth Color & Chemical Co., Rotterdam; 171 pkgs., Textile Alliance, Rotterdam; 5 csk., Kuttroff, Pickhardt & Co., Rotterdam; 19 csk., Hensel, Bruckmann & Lorbacher, Rotterdam; 5 csk., Textile Alliance, Rotterdam; 1 csk., W. Van Doorn, Rotterdam; 2 csk., Ciba Co., Hamburg; 2 drs., Ciba Co., Antwerp; 65 csk., Geigy Colam Co., Antwerp; 6 csk., Andreykovicz & Dunk, Antwerp; 2 csk., Franklin Import & Export Co., Hamburg; 3 bbls., Order, Palermo; 9 bbls., Commonwealth Color & Chemical Co., Genoa; 5 bbls., Order, Genoa; **Bronze**, 25 cs., Gerstendorfer Bros., Bremerhaven; **Coal-Tar**, 3 bbls., H. A. Metz & Co., Rotterdam  
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**DRUGS**—12 cs., G. W. Sheldon & Co., Hamburg; 2 cs., G. W. Sheldon & Co., Hamburg; 16 cs., Lehn & Fink, Hamburg; 1 bbl., P. C. Kuyper & Co., Hamburg  
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**EGG YOLK**—271 cs., Balfour, Williamson & Co., London; 171 cs., French Kreme Co., Shanghai  
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**GELATIN**—15 cs., Order, Hamburg; **Powdered**, 50 csk., H. A. Sinclair, Rotterdam  
**GLUE**—400 cs., W. Van Doorn, Rotterdam; 100 bbls., Bank of New York, Antwerp; **Ground**, 5 bbls., Bank of New York, Antwerp  
**GLYCEROPHOSPHATE**—8 cs., Monsanto Chemical Works, Southampton  
**GUMS**—Blandola, 10 bgs., Ciba Co., Liverpool; **Copal**, 779 pkgs., Order, Antwerp; 100 bgs., L. C. Gillespie & Sons, Singa-

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**OCIRE**—36 csks., Reichard, Coulston, Marseilles; 200 csks., E. E. Marks & Co., Marseilles.

**OIL**—1 cse., Standard Oil Co., Rotterdam; 1 bbl., F. Cardulle, Messina; 6 cs., Order, Naples; **Codliver**, 10 bbls., First National Bank of Minneapolis, Bergen; 25 bbls., Comulsion Corporation, Bergen; 200 bbls., Castillo & Co., Bergen; 75 bbls., United Drug Co., Bergen; 50 bbls., Lehn & Fink, Bergen; 200 bbls., Order, Bergen; 100 bbls., Henning & Son, Christiania; 50 bbls., Lathrop & Co., Christiania; **Olive**, 400 cs., Irving Shipping Bank, Genoa; 100 cs., Oceano Shipping Co., Genoa; 50 cs., American Shipping Co., Genoa; 300 cs., Musa Bros., Genoa; 100 cs., Banca Stabile, Genoa; 100 cs., P. C. Bebecchi, Genoa; 502 cs., East River National Bank, Genoa; 75 bbls., National Bank of Commerce, Genoa; 310 cs., Von Bremen Asche & Co., Genoa; 20 cs., 100 bbls., Strohmeyer & Arpe Co., Genoa; 905 cs., 15 bbls., Order, Genoa; 2 cs., Hudson Forwarding & Shipping Co., Genoa; 200 cs., Order, Genoa; 2 bbls., Hudson Forwarding & Shipping Co., Naples; 2 bbls., General Transport Co., Naples; 3 bbls., A. Esposito, Naples; 1 cse., F. Scopetta, Naples; 10 cs., Carmine Ciafore, Naples; 3 bbls., 9 cs., General Transport Co., Naples; 1 cse., L. Sezzar, Genoa; 300 cs., East River National Bank, Genoa; 40 cs., Order, Genoa; 3 cs., American Express Co., Naples; 34 cs., Hudson Forwarding & Shipping Co., Naples; 8 bbls., J. Cotsakis, Patras; 7 bbls., B. Prichard, Patras; 25 bbls., National Shawmut Bank, Patras; 20 bbls., Order, Patras; 8 bbls., S. Kowitz, Patras; 3 bbls., 5 cs., Hudson Forwarding & Shipping Co., Naples; 5 bbls., G. Ascone, Naples; 2 csks., F. Spinelli, Palermo; 52 cs., 1 csk., Colombo Co., Palermo; 4 csks., E. La Montagne Sons, Bordeaux; 15 bbls., G. Ascone, Naples; 3 cs., L. Pfizer & Co., Valencia; 25 bbls., J. Garneau Co., Genoa; 25 bbls.,

Zucca Olive Oil Co., Genoa; 11 bbls., A. Catroneo, Messina; 10 bbls., D. Corigliano, Messina; 5 bbls., F. Casenza, Messina; 6 bbls., F. Pizzimenti, Messina; 5 bbls., V. Millea, Messina; 25 cs., V. Giuffrè, Palermo; 16 csks., P. Giannanco, Palermo; 14 csks., Colombo Co., Palermo; 27 cs., G. Di Giovanni, Palermo; 25 csks., A. Chiris & Co., Marseilles; 10 cs., Elson & Brewer, Marseilles; 30 cs., Thomas & Pierson, Marseilles; 75 bbls., French American Banking Corporation, Marseilles; 382 bbls., Bankers Trust Co., Marseilles; 210 cs., M. Yglesias, Barcelona; 25 bbls., 100 bxs., D. Marti, Barcelona; 100 bbls., Lazard Freres, Barcelona; 100 bxs., Order, Barcelona; 50 bbls., Strohmeyer & Arpe Co., Genoa; 1,000 cs., Italian Discount Co., Genoa; **Linseed**, 145 bbls., Order, Southampton; 298 bbls., Fidelity International Trust Co., London; 100 bbls., Order, London; 3,134 bbls., Order, Bristol; **Palm**, 169 bbls., 86 csks., National City Bank, Lisbon; **Sulfur**, 100 bbls., G. Baccos, Patras.

**OILS, ESSENTIAL**—2 drs., Corn Exchange Bank, Southampton; 5 cs., Order, Messina; 3 cs., Ungerer & Co., Marseilles; 9 cs., Lehn & Fink, Marseilles; 40 cs., 11 csks., Davies, Turner & Co., Marseilles; 2 csks., Equitable Trust Co., Malaga; 4 cs., Heine & Co., Rotterdam; 5 cs., Whittaker, Clark & Daniels, Messina; 185 qu. cs., C. L. Huisking, Messina; **Bergamot**, 75 qu. cs., G. Lueders & Co., Messina; **Citronella**, 12 drs., Order, Colombo; **Lemon**, 100 cs., Order, Messina; 100 qu. cs., G. Lueders & Co., Messina; 100 qu. cs., Order, Messina; 50 bxs., Order, Palermo; **Orange**, 20 cs., Order, Kingston.

**PHOSPHATE**—1,000 bbls., Order, Antwerp.

**PLUMBAGO**—233 bbls., G. F. Pettinos, Colombo.

**POTASSIUM SALTS**—Chloride, 5,750 bgs., F. C. Bossert, Antwerp; **Muriate**, 11,200 bgs., A. Vogel, Hamburg; **Pernanganate**, 93 drs., E. Suter Co., Hamburg; **Prussiate**, 49 bbls., Superfos Co., Copenhagen; **Sulfonate**, 1 cse., National City Bank, Antwerp; **Yellow Prussiate**, 12 csks., Order, Copenhagen.

**QUICKSILVER**—60 flasks, Poillon & Peirer, Vera Cruz.

**ROOTS**—8 bgs., Peck & Velsor, Hamburg; 4 bgs., S. B. Penick & Co., Hamburg; 28 bgs., Order, Hamburg; **Broom**, 110 bbls., Graham Hinckley & Co., Vera Cruz; **Dandelion**, 50 bbls., Order, Hamburg; **Gentian**, 66 bbls., J. L. Hopkins & Co., Marseilles; 10 bbls., J. Shoenigan, Marseilles; **Hellebore**, 16 bbls., S. P. Penick & Co., Marseilles; **Licorice**, 4,792 bbls., Order, Patras; **Sarsaparilla**, 19 bbls., Lammann & Kemp, Vera Cruz; **Zeodary**, 5 bbls., J. Shoenigan, Marseilles.

**SAFFRON**—2 cs., Order, Marseilles; 2 cs., D. Kleckner, Bordeaux.

**SALAMMONIAC**—5 csks., Farmers Loan & Trust Co., Liverpool; 67 drs., Roessler & Hasslacher Chem. Co., Rotterdam.

**SALT**—2647 bgs., Irving Natl. Bank, Bremerhaven; 24,308 bushels, Order, Inagua.

**SEEDS**—2 cs., Order, London; 107 bgs., Van Loan & Co., Hamburg; 263 bgs., Order, Bordeaux; 100 bgs., Order, Lisbon; **Caraway**, 200 bgs., Catz Amer. Co., Rotterdam; 150

bgs., Erie R. R., Rotterdam; 150 bgs., Order, Rotterdam; 340 bgs., Order, Bordeaux; **Cardamom**, 10 cs., Order, London; **Castor**, 1366 bgs., Order, Madras; **Coriander**, 200 bgs., Order, London; 480 sks., Order, Marseilles; **Mustard**, 250 bgs., Catz Amer. Co., Rotterdam; **Poppy**, 100 bgs., Archibald & Lewis Co., Rotterdam; 100 bgs., C. J. Sperco & Son, Rotterdam; 50 bgs., Graham Co., Rotterdam; 150 bgs., Graham Co., Rotterdam; 100 bbls., S. Schonfeld & Sons, Rotterdam; 150 bbls., Jaburg Bros., Rotterdam; 100 bgs., Archibald & Lewis, Rotterdam; 200 bbls., French Kreme Co., Rotterdam; 150 bgs., Erie R. R., Rotterdam; 477 bgs., Catz Amer. Co., Rotterdam.

**SHELLAC**—60 cs., Gaschens & Cunliffe, Rotterdam.

**SOAPS**—2 cs., McKesson & Robbins, London; 103 cs., Order, Marseilles; 50 bxs., Bank of Amer. Valencia.

**SODIUM SALTS**—Ash, 1369 bgs., Globe Shipping Co., Rotterdam; **Bisulphite**, 25 bbls., Order, Antwerp; 41 drs., Roessler & Hasslacher, Rotterdam; **Cyanide**, 100 cs., Order, Havre; 800 cs., Roessler & Hasslacher, Rotterdam; **Hydrosulphite**, 20 bgs., Order, London; **Metal**, 61 cs., E. I. DuPont De Nemours Co., Bergen; **Silicate**, 2 bbls., C. Kunwole, Hamburg; **Tartrate**, 10 csks., Order, London; **Yellow Prussiate**, 42 csks., Order, Liverpool; 12 csks., Order, Liverpool.

**SPICES**—Cloves, 2177 bbls., Furness Withy & Co., Naples; **Ginger**, 198 bgs., Order, Liverpool; **Mace**, 31 bbls., 1 ck., 3 cs., Catz Amer. Co., Grenada; 5 bbls., 18 csks., Royal Bank of Canada, Grenada; 168 cs., E. Boustead & Co., Singapore; **Nuts**, 150 bgs., Catz Amer. Co., Grenada; 43 bgs., Royal Bank of Canada, Grenada; 145 bgs., Frame & Co., Grenada; 100 cs., E. Boustead & Co., Singapore.

**TAPIOCA FLOUR**—1081 bgs., Java Amer. Exp. Co., Rotterdam.

**TARTAR**—158 sks., Tartar Chem Works, Marseilles; 68 sks., C. Pfizer & Co., Marseilles; 152 sks., C. Pfizer & Co., Taragona; **Crude**, 30 cs., Tartar Chem. Works, Naples.

**WAX**—188 bgs., Irving Nat. Bank, Para; 814 bgs., J. H. Rossbach, Para; 2 bxs., G. Simon, Cuban Ports; 22 bdl., L. A. Jordan, Ponce; 20 cs., Order, Lisbon; **Bees**, 407 pgs., Nat. City Bank, Lisbon; **Montan**, 20 bgs., Strahl & Pitsch, Hamburg; 100 bgs., Amer. Woodpulp Corp., Hamburg.

**WINE**—Medicinal, 900 cs., J. Garneau & Co., Liverpool; 160 bbls., J. Garneau & Co., Cadiz; 36 bbls., E. St. Laurent Co., Cadiz; 62 bbls., 250 bxs., J. Wile Sons Co., Cadiz; 450 bbls., J. Munroe & Co., Cadiz; 600 bbls., 250 bxs., A. D. Shaw Co., Cadiz; 212 bxs., 100 bbls., Amer. Druggists Syndicate, Cadiz; 151 cs., Amer. Druggists Syndicate, Rotterdam; 54 bbls., European Comm. Co., Naples; 434 cs., Hartman Goldsmith & Co., Bordeaux; 300 cs., 40 octaves, J. Garneau & Co., Lisbon.

**ZINC SALTS**—Chloride, 207 drs., Brown Bros. Co., Liverpool; **Nickelled**, 5 cs., L. C. Hirsch & Co., Hamburg; **Oxide**, 500 bbls., Moore & Co., Antwerp; 50 bbls., Order, Antwerp.

D. H. Litter, of Litter & Allen, New York, has been elected president of the Paramet Chemical Corp., New York. The company announces the appointment of the following firms as selling agents: Wm. S. Gray & Co., New York City, for New York, New Jersey, Pennsylvania, Delaware, Maryland and New England States; H. W. Galley Co., Cleveland, Ohio, for Northern Ohio. M. J. Daly Co., Cincinnati, Ohio, for Southern Ohio, Southern Indiana and Kentucky. Arthur Brown, Chicago, Ill., for Northern Indiana, Michigan, Wisconsin, Iowa and Minnesota; J. A. Stadfeld Co., San Francisco, Cal., for Pacific Coast.

The National Aniline and Chemical Co., announces a new Sulfur Blue yielding indigo shades. This new dye is offered to the trade as National Sulfondone Blue B Conc. It produces brilliant indigo-blue tones, and because of its high concentration, excellent solubility and levelling properties, it will prove of unusual value for raw stock, yarn or piece dyeing.

#### WHERE POTASH "GROWS WILD"

H. A. Huston, director of the German Kali Works, gave the following figures before the fertilizer section of the American Chemical Society, recently:

Rank of countries on basis of potash sources	Comparative quantities in sources
Germany .....	6,000
France .....	10
United States .....	1

Mr. Huston said: "The above figures show that Germany has 6,000 times, and France 10 times, the quantity of the known potash supply in the United States."

Commenting upon this statement the Secretary of the United States Potash Producers' Association says: "If Germany has six thousand times as much potash in her primary sources as the United States, she is simply one solid cake of potash salt with no room for anything else."



### *Books of Trade Interest*

**I. C. S. HANDBOOK FOR CHEMISTS.** Second Edition. 12 mo., 348 pages. Published by the International Correspondence Schools, Scranton, Pa. 1921.

This second edition of the I. C. S. handbook is very little different from the first in its attempt to supply the busy chemist with valuable information. However, it seems that the primary aim was to supply the graduates of the I. C. S. course with a syllabus of their general and analytical courses rather than to provide a general handbook. Much information of value is included in the analytical sections, but the inclusion of several pages of equations and several others of definitions of the common terms used by chemists, to mention no others, seems hardly necessary for at least the average chemist. Its very convenient pocket size is its greatest recommendation.

**WHAT INDUSTRIAL ENGINEERING INCLUDES.** Written and published by C. E. Knoepfel & Co., Inc., Industrial Engineers, New York.

The work is designed for industrial executives and is No. 3 of the company's Blue Book series. Managerial control is discussed, and suggestions offered that executive heads get together periodically and co-ordinate the views of those responsible for the business; that a staff should be organized to study ways and means to do things more efficiently; that the necessary expenditures should be studied and a budget allowance made for normal requirements; that a statistical department should be organized and that accounting control and technical control conform to certain systems which are described in detail. It is a valuable manual for plants having numerous departments that must be co-ordinated to obtain results. The volume tells 101 things to do and gives 1,001 results that others have secured by these methods.

**PROFIT SHARING BY AMERICAN EMPLOYERS—A Report of the Profit Sharing Department of the National Civic Federation.** 8 vo., 416 pages. Published by E. P. Dutton & Co., New York.

The volume reproduces the views of George W. Perkins, Dr. Charles W. Eliot, Ralph M. Easley, J. W. Sullivan and others on the worker's fair share in the profits of a business enterprise. Emerson McMillan, of New York, says the weakness that has developed after many years trial of the wage-dividend plan, in his judgment, has arisen from the policy of continuing dividends to employees without change, in years when circumstances compelled a reduction in the rate paid to stockholders.

Examples of profit sharing and the results are cited in hundreds of cases in the United States and in England and France, covering almost every industry. A chapter on abandoned plans gives very full explanations why they failed. The system adopted by Parke, Davis & Co., Detroit, involves an allotment of stock to employees, which can only be successful if the business of the corporation is successful. In this case the results were very satisfactory.

A list of Brazilian oil seed, fruit, and nut trees and palms, showing the approximate proportion of the oil yield of each plant, has been prepared by the Director of the Museum of the Commercial Association of Para. Copies have been furnished by Consul George H. Pickrell and may be obtained by referring to File No. 34,886, Department of Commerce, Washington, D. C., or at the bureaus of the department in leading cities.

### *Pacific Coast Notes*

E. C. Enst, an importer and exporter of Shanghai, China, is a visitor at San Francisco, accompanied by Mrs. Enst.

C. H. Ellingwood, president of the Wolverine Lubricants Co., New York, was a recent visitor at San Francisco.

The technical department of the University of California extension division has inaugurated a course in elementary chemistry to be offered at San Francisco.

The carrier Freeport Sulphur No. 5 arrived at San Francisco recently with 5,800 tons of sulphur consigned to McCormick & McPherson. The shipment came from Galveston, Tex.

The new tanker Amalthus, launched at San Francisco in August for the Anglo-Saxon Petroleum Co., has sailed from San Francisco for London with 2,080,282 gallons of lubricating oil aboard.

H. E. Smith, vice-president of the United States Export Co., arrived at San Francisco from New York, recently, enroute to the Orient. After visiting China, Japan, the Philippines, Java, Straits Settlements, Australia and New Zealand, he will return home by way of Europe.

The Philippine Vegetable Oil Co., which has plantations and refineries in the Philippines, with an office at San Francisco, is expected to discharge its receiver, Frank W. Carpenter, at an early date. Herbert Hellis, the New York manager, has been in the Philippines for several months.

The West End Chemical Co., which recently purchased a large deposit of colemanite, or borax ore, near Las Vegas, Nev., has received a tractor with trailers, and will begin the shipment of ore to its mill at Searles Lake, Cal., where it will be refined. About a carload a day will be handled.

The first full cargo of copra and cotton seed cake to move from San Francisco to Europe was shipped recently on the U. S. Shipping Board steamer Hawarden, for Rotterdam and Hamburg. The vessel took 8,300 tons, the copra cake being brought here from Java by the Java Coconut Oil Co., Ltd. Several broken parcels, consisting of two or three thousand tons, have been shipped in the past and a shipment of about 4,500 tons will be made on the Noorderdyk at an early date.

Imports at San Francisco during the first week of October included the following: On the steamer Havre Maru from Hankow, 555 cases nut oil; on the steamer Astyanax, from Glasgow, 2,557 drums linseed oil, 10,850 bags soda ash and 154 barrels caustic soda; on the steamer Simaloer from Tandjongpriok 88 bales cassia, from Balikpapan 4,000 bags paraffine wax, and from Cebu 3,993 bags copra.

Imports at San Francisco during the second week of October included the following: On the steamer Bolivia, from Hamburg, 3920 bags potash, 100 packages barytes, 250 barrels acid, 26 barrels alum, 871 barrels linseed oil and 75 barrels ochre; on the steamer Granite State, from Manila, 28,217 bags copra and 1330 bales cinnamon; on the steamer Newport, from South and Central America, 1517 bags cocoa; on the steamer Rotarian, from Buenos Aires and Montevideo, 2668 packages wood extract and 4,066 bags dried blood; on the steamer Nanking from Hongkong, 180 barrels peanut oil, and the schooner Raita, from Apia, 363 tons copra consigned to Wightman & Crane.



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America is exceptionally well expressed in its great textile industry. Its annual output amounts to several billion dollars in value; it gives employment to over a million workers; it is responsible for the development and prosperity of many important industries that supply its manifold needs; it draws its raw material from the cotton growers of the new South, the wool raisers of the great West and the silk producers of our own country and the Orient; its product is distributed to all parts of the world.

It is the prime customer of the dyestuff industry; upon its prosperity and progress rests, in large measure, the prosperity and progress of the dye manufacturers of America. Conversely, upon the enterprise and growth of the dyestuff industry rests the security and independence of the textile manufacturers in respect to their ability to create and continue their designs and styles.

The National Aniline & Chemical Company, Inc., through its technical service, has co-operated freely with all branches of this great native industry. Within the past five years it has developed a line of dyes that represents the backbone of the dyestuff industry in America.

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